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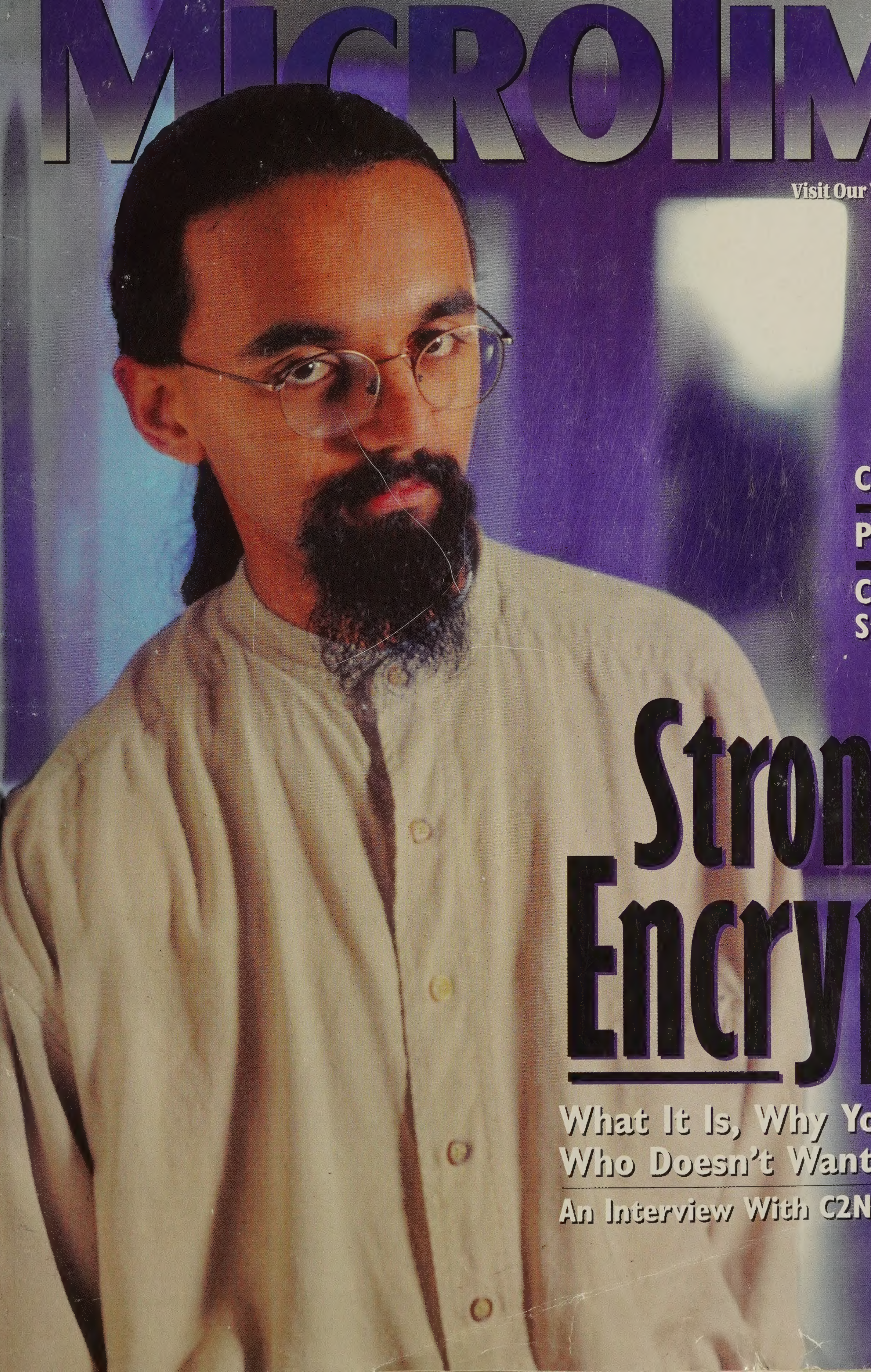

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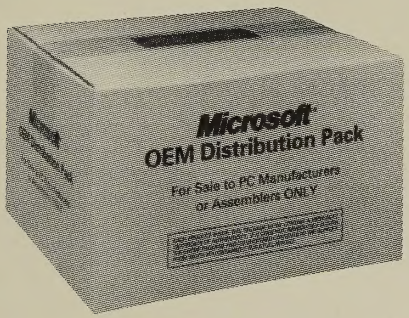

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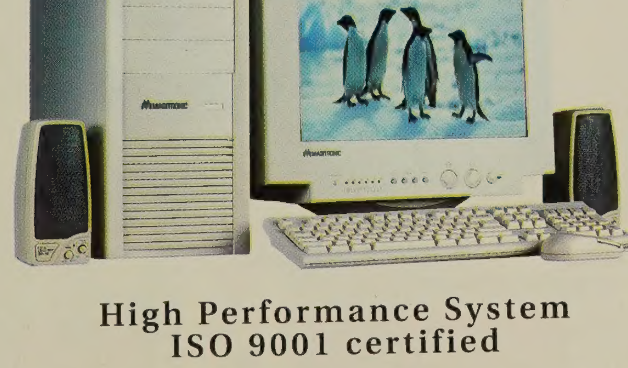
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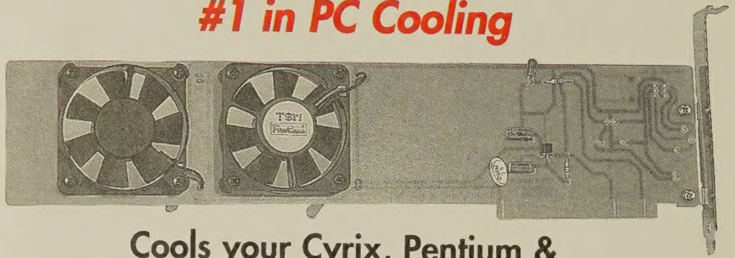

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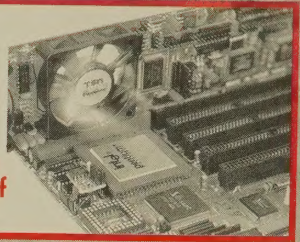

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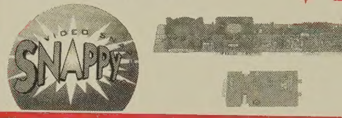

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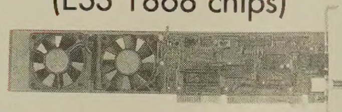

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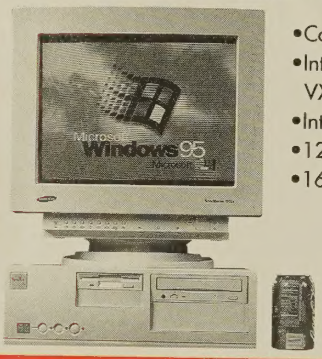

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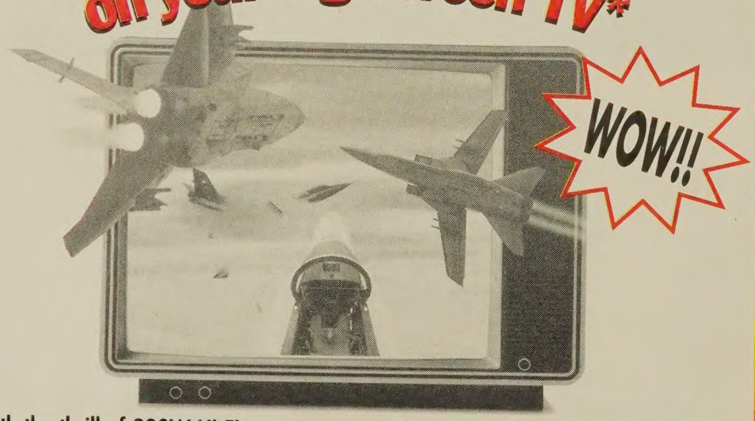

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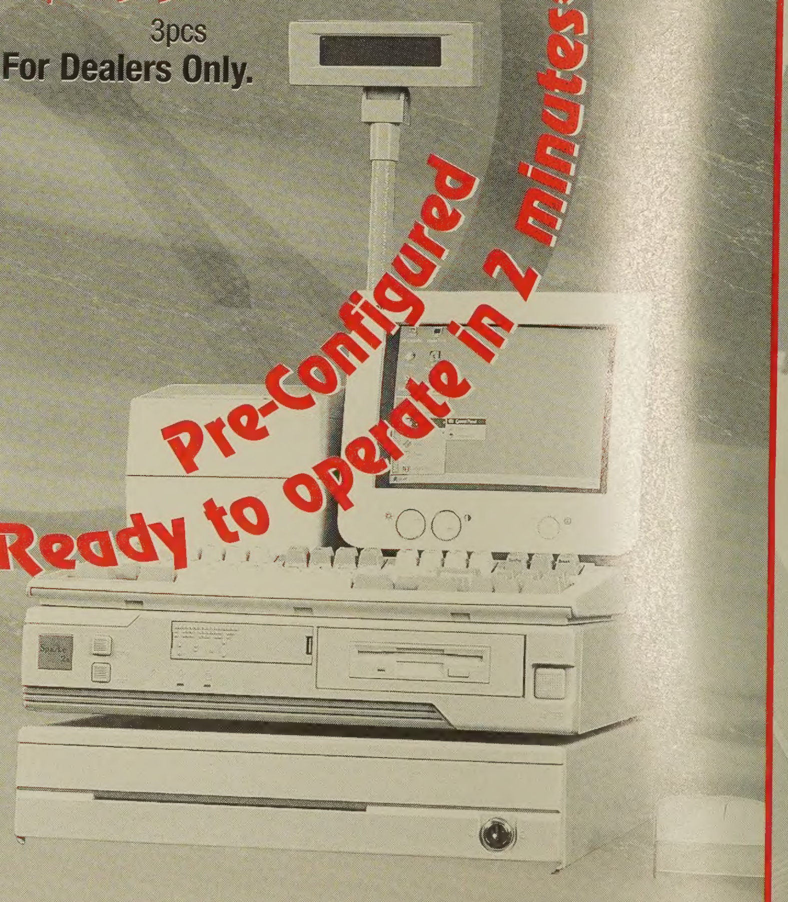

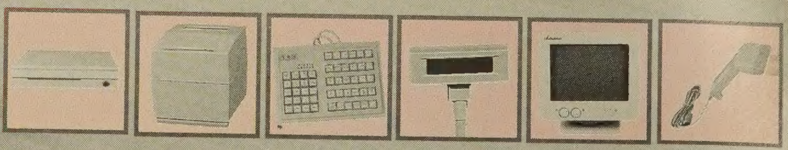

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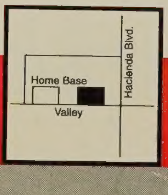

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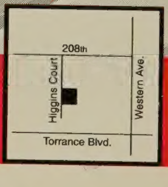

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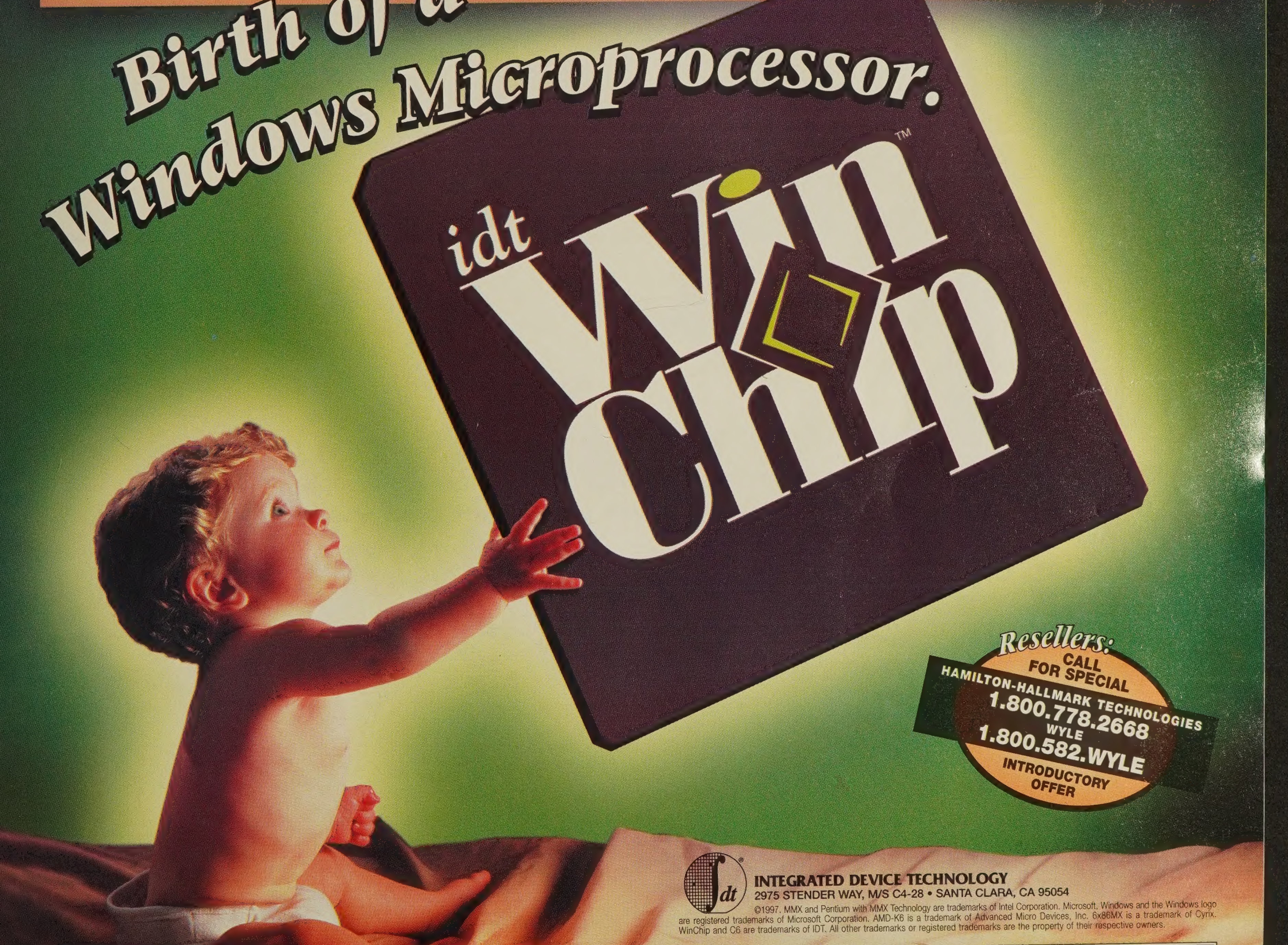
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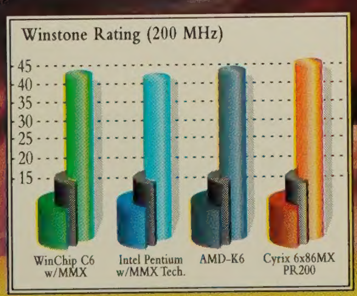

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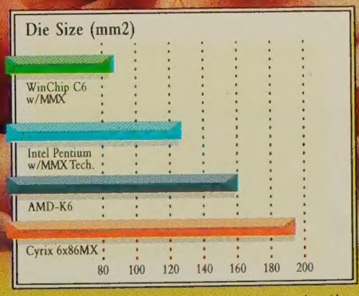

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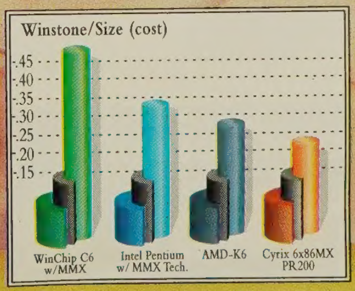

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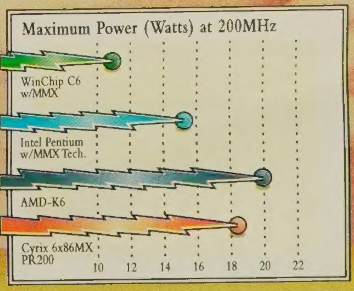

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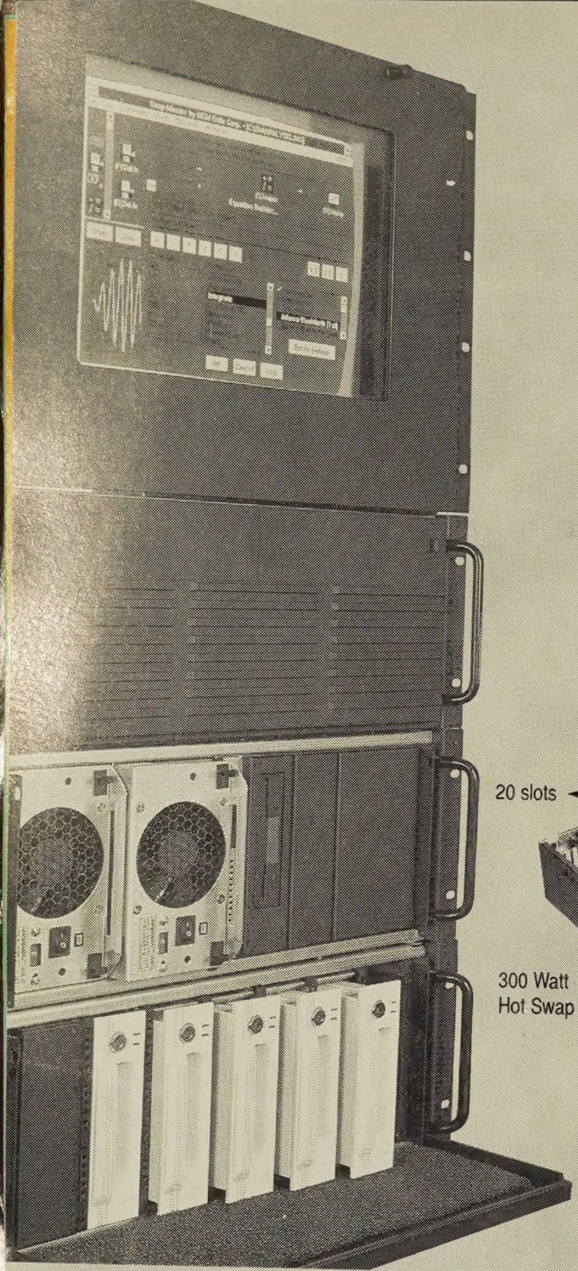

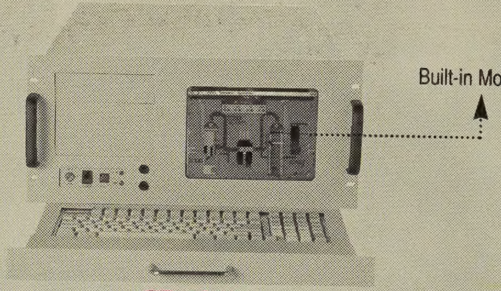

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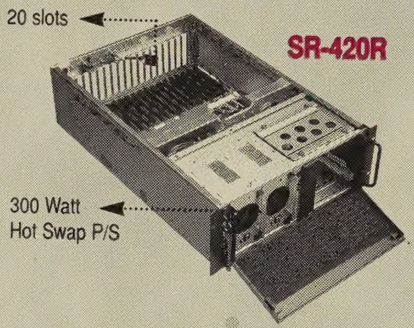

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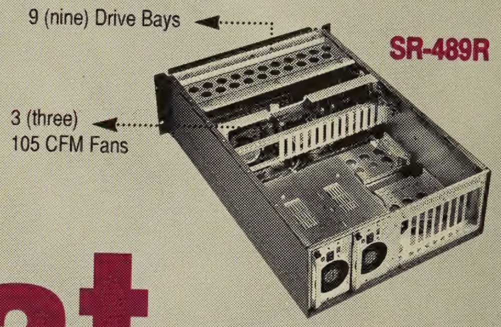

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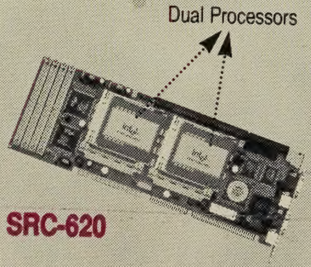

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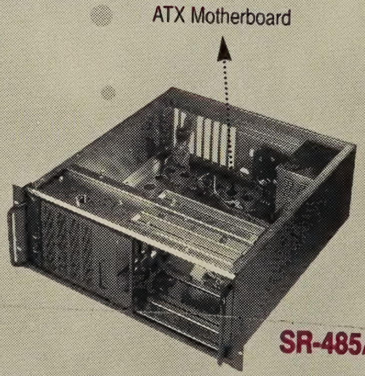

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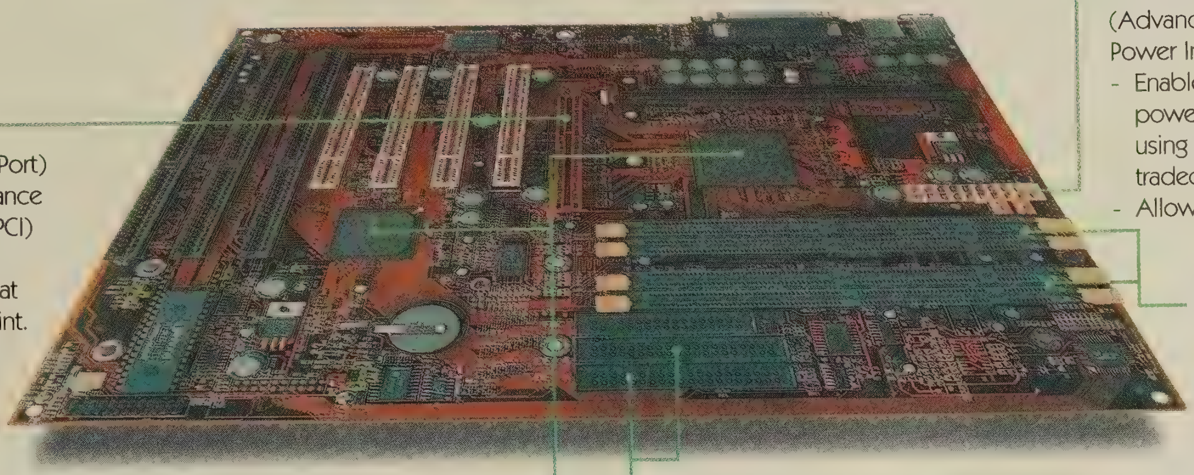

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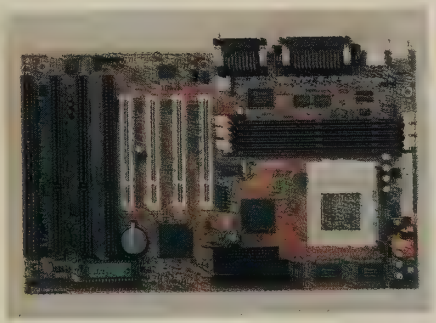

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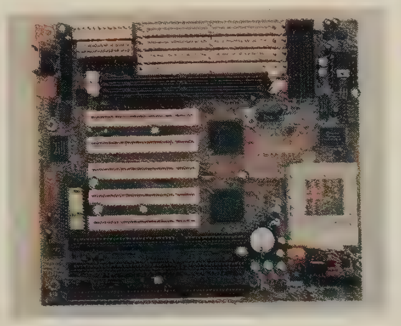
- LM 78 on board



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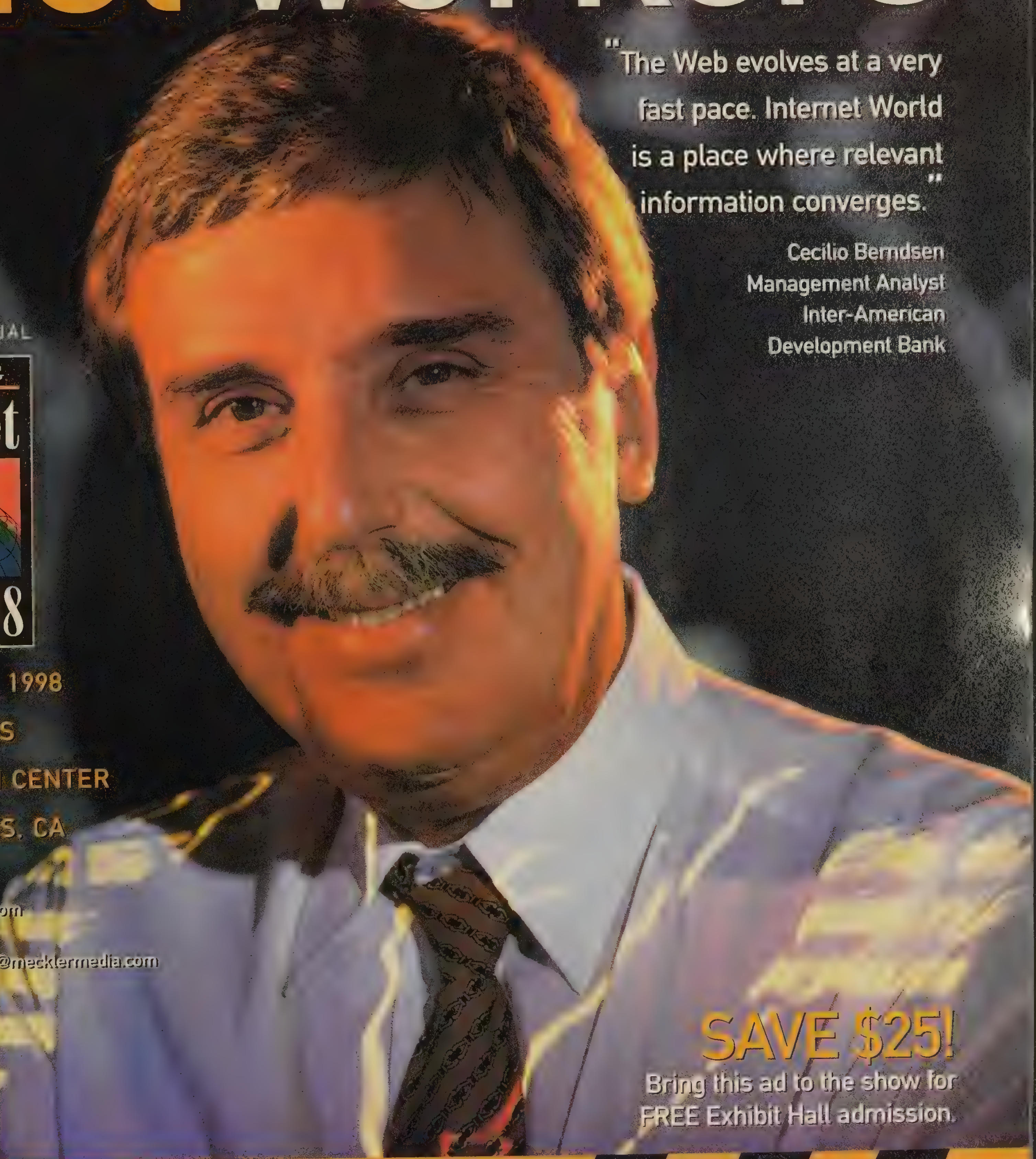

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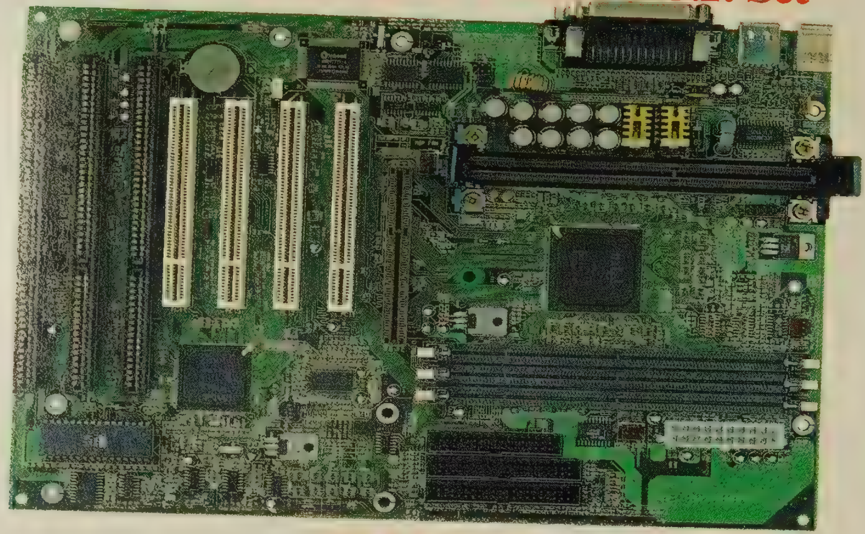

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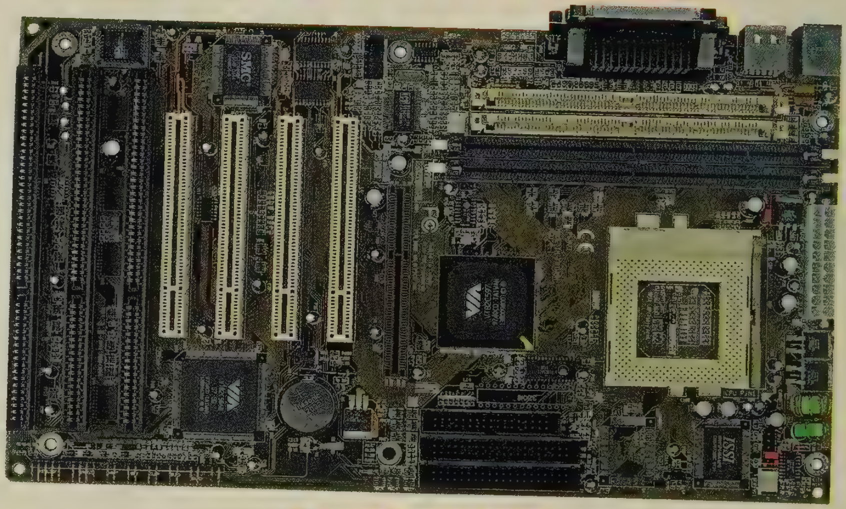
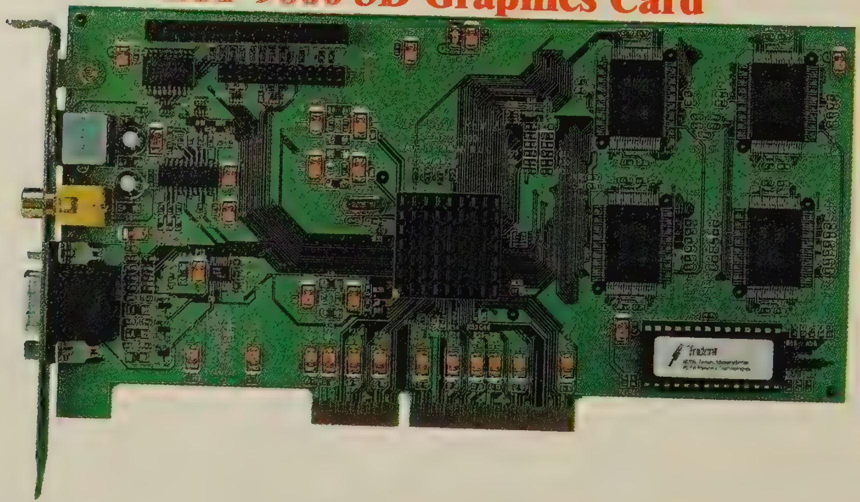


AGP 9800 3D Graphics Card



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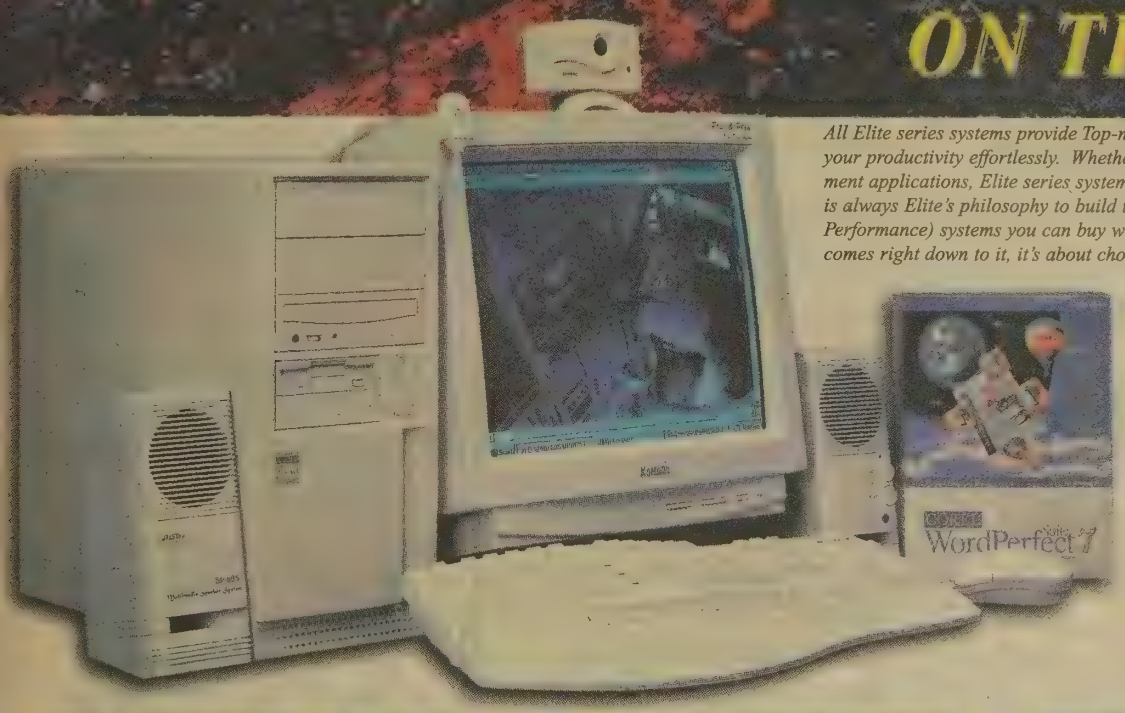

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- **24X Speed** EIDE **CD-ROM Drive**
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- Microsoft Windows '95 & Hi-Res. Mouse
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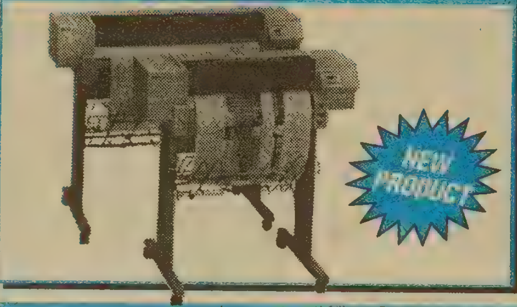

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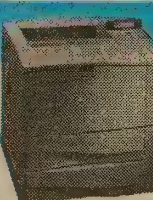

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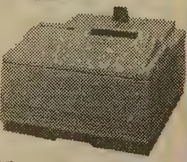

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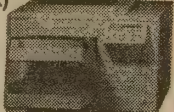

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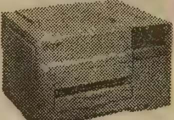

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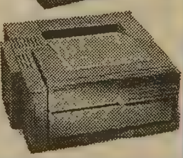

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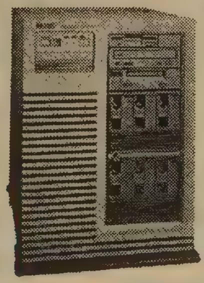

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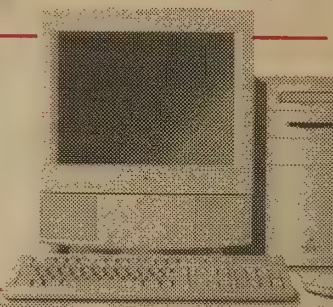

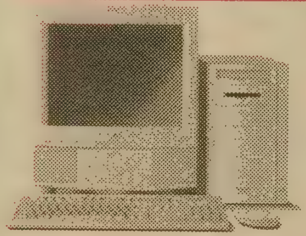

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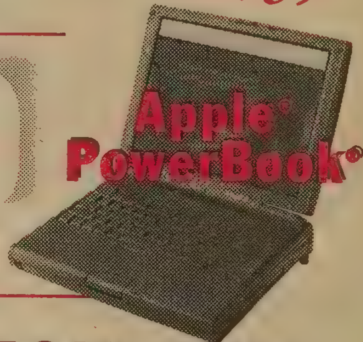

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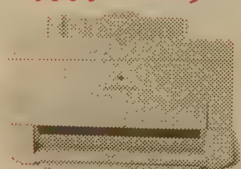

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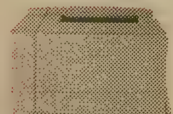

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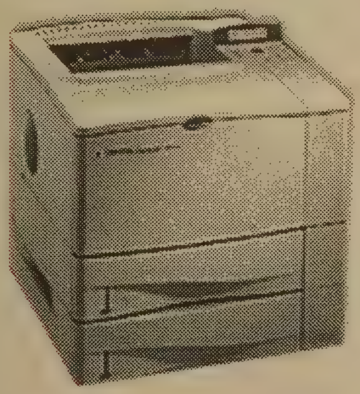

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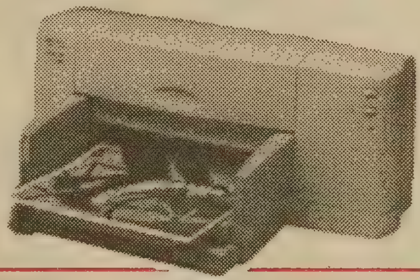

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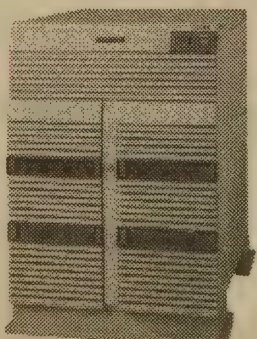

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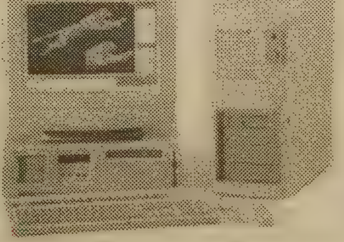

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Contents

MICROTIMES™
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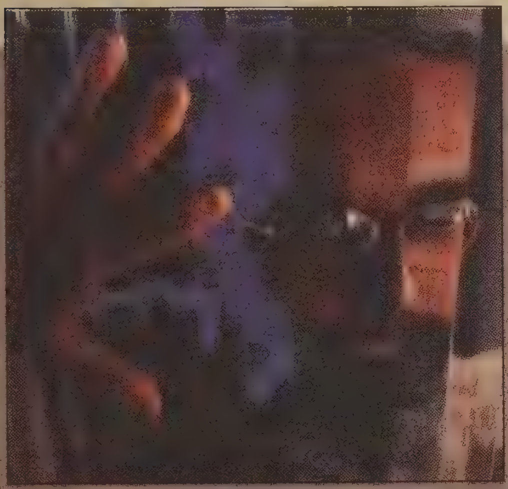
Encryption, Privacy, and Data Security



COVER STORY
116
FULL-STRENGTH CRYPTOGRAPHY FOR THE INFORMATION SOCIETY
BY MICHAEL ROBIN
PHOTOS: TUSTIN ELLISON
An interview with C2Net President Sameer Parekh about the compelling need for strong encryption as Internet-based business and other communications proliferate.

138
Crypto Wars In Congress
BY IVARS BEZDECHI
Industry organizations and civil libertarians battle proposals to mandate key escrow to extend law enforcement's wiretap capabilities.

142
BMUG
BY PETER LINDE AND SAM PENROSE
Two views of Pretty Good Privacy and its use on your Mac.

168
Web Cookies: Harmless Convenience, Or Insidious Invasions Of Privacy?
BY KEVIN SAVETZ
An explanation of how cookies work, and what to do if you're worried about them.

News & Views

20
Industry Insights
BY PAUL HOFFMAN
The Future of Java 20
MicroTimes Stock Index 30

35
Realizable Fantasies
BY JIM WARREN
Conclusion of series on software patents.

42
Letters

266
Dvorak's Last Column
BY JOHN C. DVORAK
Reprising an oddly prophetic column from 1992.

Business Solutions

44
Laptops
BY ED KAHN
Keyboards and other input devices;
Plus, the Micro Express NP8200MMX.

56
Telecommuting
BY ROBERT MOSKOWITZ
Finding work as a telecommuter:
It's the wrong perspective.

68
UNIX
BY BENNETT FALK
Why UNIX is not dead.

78
The Making Of An Internet Startup, Part XVI
BY ROYAL P. FARROS
More on the current state of venture capital.

82
Small Office/Home Office
BY BIRRELL WALSH
Creating temporary partnerships, virtual corporations, and joint ventures for specific projects.

106
PalmPilot: Cool And Useful Too
BY DOUGLAS J. NAKAKIHARA
The US Robotics device that's taking portable computing by storm.

112
32-Bit Computing
BY FABIAN PASCAL
Defining the ground rules.

Online Guide

150
Internet
BY JOHN S. QUARTERMAN
Is the Internet a commons? Part 2.

162
Online Services
BY BILL GRAM-REEFER
Looking beneath the surface of the cable-vs.-XDSL contest.

170
Web Page Listings

Multimedia & Beyond

192
Multimedia 101
BY JONATHAN E.
Art, technology, and the Silicon Valley in a new museum exhibit.

204
Technology, Culture, And Art
BY TONY REVEAUX
The world of multimedia at the San Jose Museum of Art.

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Contents

MICROTIMES

January 30, 1998 • Issue #175

Product Spotlight

184
Product Updates
184
Announcements

Books

Be Developer's Guide 184
The Electronic Privacy Papers 184

PC Hardware

CVideo-Mail 186
Crosspad 186

PC Software

CheckIt v5 for Windows 186
Make TIFF 186
Essential Courts 186

Networking Software

WhatsUp Gold 3.5 191
ActiveWeb 2.1 191
F-Secure Virtual Private Network 1.1 191

Macintosh Hardware

PowerBook PCI Expansion System 191

Monitor

ViewSonic GS771 191

Resources

210
Calendar of Events
Computer Fair, Pomona 210
Computer Telephony Conference And Expo '98 210
218
User Group/BBS Listings
231
Classifieds
256
Index of Advertisers By City
263
Index of Advertisers

Reader Resources

MicroTimes "Super Stop" Locations 136
Quotation Hotline Form 209
Classified Advertising Placement Form 231
Classified Career Marketplace 240

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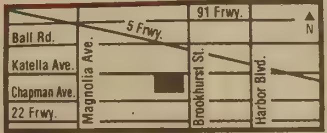

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Warren is one of the named plaintiffs in the constitutional challenge against the Communications Decency Act, that was overturned in June, 1997, by the U.S. Supreme Court.

He founded InfoWorld, was founding host of PBS' *Computer Chronicles*, founding editor of *Dr. Dobb's Journal* and served half a decade on the Board of Directors of Autodesk, Inc.

He has received the Hugh M. Hefner First Amendment Award (1994), James Madison Freedom-of-Information Award from the Society of Professional Journalists—Northern California (1994), the Electronic Frontier Foundation Pioneer Award (1992, its first year) and the John Dvorak Lifetime Achievement Award (1995).

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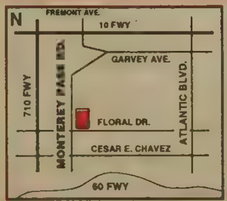

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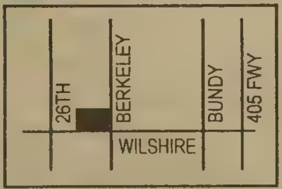

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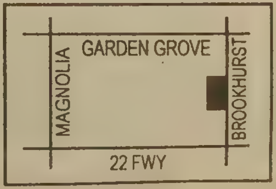

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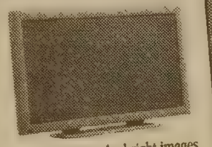

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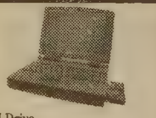

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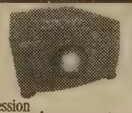

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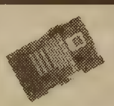

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ThinkPad 380E	Pent-™/150MMX	16MB	2.1GB	12.1 FRSTN	$2,002.
ThinkPad 380ED	Pent-™/166MMX	16MB	2.1GB+8X-20X	12.1 FRSTN	$2,457.
ThinkPad 380ED	Pent-™/166MMX	16MB	3.0GB+8X-20X	12.1 Active	$3,448.
ThinkPad 380ED	Pent-™/166MMX	16MB	5.1GB+8X-20X	12.1 Active	$3,823.
ThinkPad 560	Pent-™/133	8MB	2.1GB	11.3 Dual Scan	$1,632.
ThinkPad 560	Pent-™/150MMX	16MB	2.1GB	Dual Scan	$2,502.
ThinkPad 560	Pent-™/133	8MB	2.1GB	12.1 Active	$2,720.
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ThinkPad 760XD	Pent-™/166MMX	32MB	3.0GB+8X	12.1 Active	$4,216.
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ThinkPad 760XL	Pent-™/166MMX	32MB	2.1GB	12.1" Active	$3,754.
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7560	Pentium™/166	32MB	3.2GB+10X	13.3" Active Clr	$3,967.
7580	Pentium™/233MMX	32MB	3.2GB+20X	13.3" Active Clr	$4,952.

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1530DM	Pent-™/133	16MB	1.4GB+10X	12.1" Dual Scan	$1868.
4131T	Pent-™/133	16MB	1.4GB	12.1" Active Clr	$1898.
4150	Pent-™/150MMX	16MB	1.6GB	12.1" Dual Scan	$2088.
4160T	Pent-™/166MMX	16MB	2.0GB	12.1" Dual Scan	$3178.
4160TSL	Pent-™/166MMX	16MB	2.0GB	12.1" Active Clr	$3368.
7330T	Pent-™/150MMX	16MB	2.1GB	12.1" Active Clr	$3088.
7350MT	Pent-™/166MMX	32MB	2.1GB	12.1" Active Clr	$3548.
7710MT	Pent-™/150MMX	16MB	1.6GB	12.1" Active Clr	$2618.
7730MT	Pent-™/166MMX	32MB	2.1GB	12.1" Active Clr	$4108.
7750MT	Pent-™/166MMX	32MB	3.0GB	12.1" Active Clr	$4671.
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DP-2000	Pent-™/200MMX	16MB	2.1GB	Windows 95	$1016.
DP-2000	Pent-™/200MMX	32MB	3.2GB	Windows 95	$1168.
DP-2000	Pent-™/233MMX	32MB	3.2GB+16X	Windows 95	$1571.
DP-2000	Pent-™/233MMX	32MB	2.1GB	Windows NT 4.0	$1662.
DP-2000	Pent-™/233MMX	32MB	3.2GB+24X	Windows NT 4.0	$1888.
DP-2000	Pent-™/266MMX	32MB	3.2GB+24X	Windows NT 4.0	$2095.
DP-2000MT	Pent-™/166MMX	32MB	3.2GB+16X	Windows 95	$1276.
DP-2000MT	Pent-™/200MMX	32MB	3.2GB+16X	Windows 95	$1423.
DP-2000MT	Pent-II / 266	32MB	3.2GB+24X	Windows NT 4.0	$2122.
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70CT	Pent-120MMX	16MB	1.58GB	6.1" Active Clr.	$1,875.
220CDS	Pentium™/133	16MB	1.34GB+10X	12.1" Dual Scan	$1,506.
430CDT	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr.	$1,601.
440CDX	Pent-133MMX	16MB	1.34GB+10X1.	12.1" Fast Scan	$1,881.
440CDT	Pent-133MMX	16MB	34GB+10X	12.1" Active Clr.	$2,542.
460CDX	Pent-166MMX	32MB	2.02GB+10X	12.1" Fast Scan	$2,353.
460CDT	Pent-166MMX	32MB	2.02GB+10X3.	12.1" Active Clr.	$3,106.
480CDT	Pent-II/233MMX	32MB	82GB+10X250	12.1" Active Clr.	$3,766.
3600CT*	486DX2-50	8MB	MB	8.4" Active Clr.	$998.
3600CT*	486DX2-50	8MB	500MB	8.4" Active Clr.	$998.
650CT	Pentium™/133	16MB	1.2GB	11.3" Active Clr.	$2,069.
660CDT	Pentium™/150	16MB	1.35GB+10X	11.3" Active Clr.	$2,542..
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300CT	Pent-133MMX	32MB	3.87GB	10.4" Active Clr.	$3,282.
510CDT	Pentium™/133	16MB	2.1GB+10X	12.1" Active Clr.	$2,541.
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530CDT	Pent-166MMX	32MB	2.02GB+10X	12.1" Active Clr.	$3,717.
530CDT	Pent-166MMX	32MB	3.87GB+10X	12.1" Active Clr.	$3,844.
730XCDT	Pent-166MMX	16MB	2.1GB+6X	12.1" Active Clr.	$2,918.
740CDT	Pent-166MMX	16MB	3.0GB+10X	13.3" Active Clr.	$3,411.
740CDT-NT	Pent-166MMX	16MB	3.0GB+10X	13.3" Active Clr.	$3,600.
740CDT	Pent-166MMX	16MB	2.1GB+10X	13.3" Active Clr.	$3,294.
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VL5	MMX/166	16MB	2.5GB	W95 / WFW	$ 957.
VL5	MMX/166	32MB	2.5GB	W-NT 4.0	$1,127.
VL5	MMX/200	16MB	2.5GB	W95 / WFW	$1,034.
VL5	MMX/200	32MB	2.5GB	W95 / WFW	$1,204.
VL5	MMX/233	32MB	2.5GB	W95 / WFW	$1,339.
VL5	MMX/200	32MB	2.5GB+24X	W95 / WFW	$1,254.
VL5	MMX/233	32MB	2.5GB	W95 / WFW	$1,254.
VL6	Pent-II/233	32MB	2.5GB	W-NT 4.0	$1,551.
VL6	Pent-II/233	32MB	2.5GB	W95	$1,449.
VL6	Pent-II/266	32MB	2.5GB	W-NT 4.0	$1,797.
VL6	Pent-II/266	32MB	2.5GB	W-95	$1,695.
VL6	Pent-II/266	32MB	2.5GB	W-NT 4.0	$1,882.
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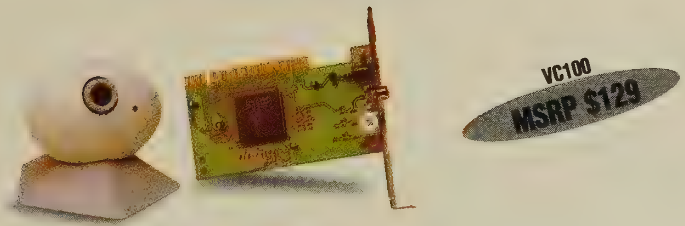

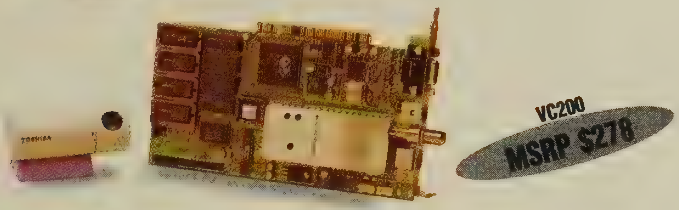

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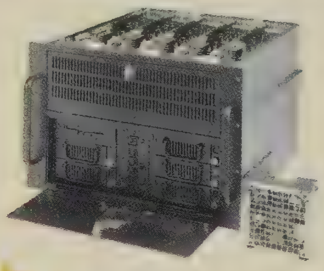

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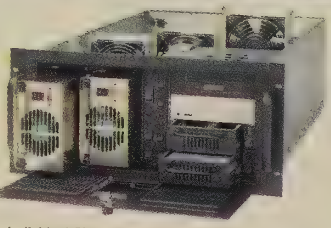

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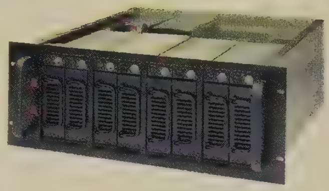

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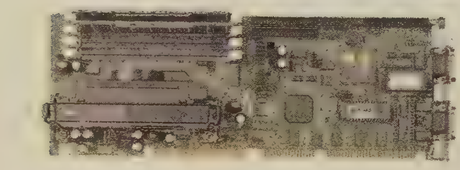

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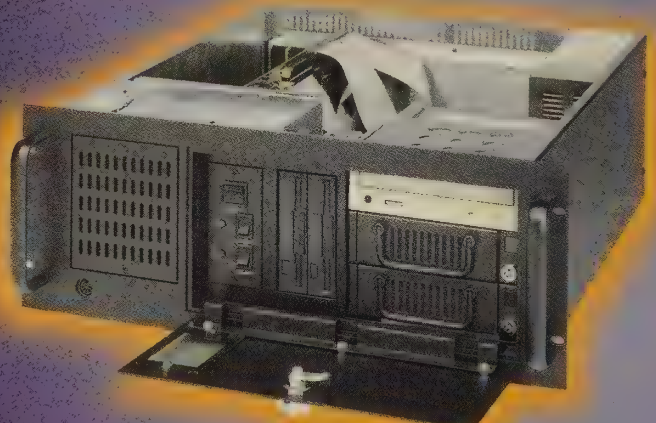

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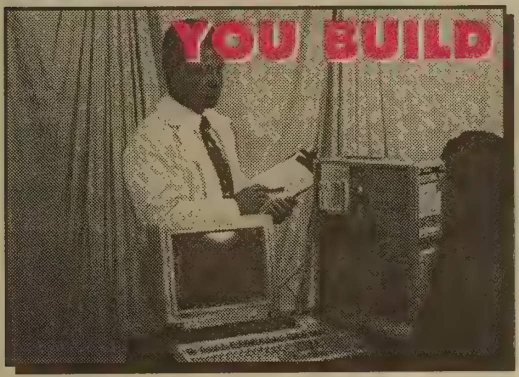

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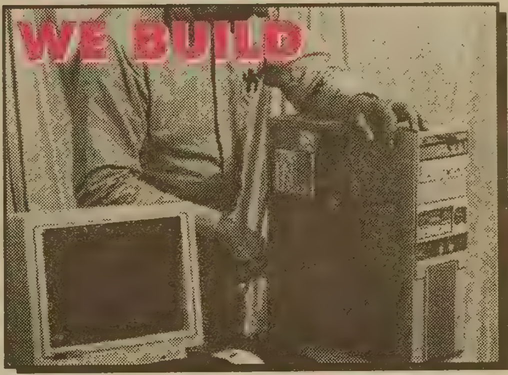

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News and Views

BY PAUL HOFFMAN

Industry Insights

The Future Of Java—It's In the Hands of the Courts and Developers

Sun Microsystems, the original developer of the Java programming language and operating environment, is fighting for control of Java, using everything from press hype to lawsuits. Its main perceived rival, Microsoft, is already taking a strong lead in determining how Java is used, and Sun is pulling out all stops in an attempt to stay in control. However, it has a long way to go in the battle because the real arbitrators, the users, have yet to see almost any products.

To most computer users, "Java" is 1997's version of "multimedia" in 1990: it sounds attractive, it might even be achievable, but the promise is nowhere near being met in the marketplace. Because Java is two things (a programming language and an operating environment), it's easy for Sun to sell one while delivering the other. However, after two years of this, many users are asking "when will it be real?"

Worse yet for Sun, it's not just users who are asking this. Even developers who are programming in Java are finding that many of Sun's promises are not coming true. Most notably, Sun is saying that you can run Java programs on any computer platform, and that has been shown to be untrue. Not that programmers are abandoning Java as a language: it still works quite well for that. But the reality of Java's limitations are becoming more and more apparent to everyone but Sun.

Java's Early Potential

When Sun introduced Java a little more than two years ago, it started off as a programming language that could evolve into an operating environment that would work on any operating system.

It garnered a lot of interest in the programming community because it had most of the best features of the popular C++ language, and had a few significant improvements as well. Developers looked forward to a new language that would make complex, multi-programmer tasks go more smoothly.

However, Sun didn't invent Java to be just another programming language. Sun has always envied Microsoft's dominance of the PC desktop, and it looked to Java to be the tool that would help Sun win the desktop wars. Last year, Sun racheted up the publicity for Java, making it look like it would be the savior of corporations that have computers that run more than one operating system (that is, all of them).

To some extent, Sun was right: Java could take over the corporate desktop, but only if Sun did everything right, which of course is almost impossible for any company. Instead, Java progressed mostly as a very useful programming language, and its potential as a universal operating environment still isn't anywhere near being met. This caused problems for early Java adopters, who were relying on the cross-platform promise.

Developer Backlash

In the past six months, developers have started being more vocal in their complaints about how Sun is positioning Java. Sun's favorite saying is "write once, run everywhere," indicating that a single program will run similarly on many different operating systems. The current joke is that Java is "write once, debug everywhere," since each implementation of Java still seems quite different.

> TO MOST COMPUTER USERS, "JAVA" IS 1997'S VERSION OF "MULTIMEDIA" IN 1990: IT SOUNDS ATTRACTIVE, IT MIGHT EVEN BE ACHIEVABLE, BUT THE PROMISE IS NOWHERE NEAR BEING MET IN THE MARKETPLACE.

Because many developers rely on Sun for early releases of new Java components, they are reluctant to criticize Sun in public. However, many online and print magazines have been running articles where many different Java companies are openly worried about Java not living up to its promise. And they're particularly upset at Sun for having the wrong priorities while Java is still clearly not ready for prime time.

Many of these same developers also have close ties with Microsoft because Microsoft owns most of the desktops of corporate America. Even more importantly, Microsoft has

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one of the best systems for developing Java programs. These developers have started asking Sun to tone down the anti-Microsoft rhetoric and focus on making the Java environment as good as they promised it would be.

Instead of backing down, Sun has done the opposite: it has sued Microsoft for breach of contract in Microsoft's use of Java. Basically, Sun says that Microsoft agreed to distribute Java with all of Sun's extensions, including those that replicate things that are in Windows 95 and Windows NT; Microsoft says that the contract doesn't say that. After major wrangling, the two sides let everyone see the contract, and to no one's surprise, it is an impenetrable pile of legalese. Good luck to the judge who gets this case.

Just A Language

Sun's anger at Microsoft is based on Microsoft's assertion that Java is only useful as a language, not as an operating environment. They say that although Java can be made into an operating environment with a lot of work, it isn't there yet, and the indications are that even after that work is done, it's going to be slow and limited. Quietly, many Java supporters agree with Microsoft, some of them wishing otherwise.

Even Sun's biggest supporters agree that the current cross-platform environment is slow, probably too slow for commercial use. Like all software vendors, Sun insists that the next version (in this case, Java 1.2) will fix these problems and will run almost as fast at the native operating system. Almost no one believes this, mostly because Java is quite complex and will always add a fair amount of overhead. The fact that Sun said the current version would be fast enough doesn't give developers much confidence, either.

Note that Microsoft isn't "anti-Java:" in fact, Microsoft's Java development environment is considered to be one of the best (if not the best) available. However, Microsoft's toolkit is not meant to be cross-platform, but is instead for Windows only. Java programmers who only care about Windows report that Microsoft's Windows-only extensions are extremely useful, and Sun should consider making cross-platform equivalents of them as soon as possible.

Incomplete Compatibility

Sun's other complaint about Microsoft is that the Java Microsoft is shipping isn't compatible with the Java standard set by Sun. They rant about how this is destroying the ability of developers to create single programs that run the same everywhere. It makes for a compelling argument.

Microsoft responds that it's true that they are not fully compatible, and points out that none of the Java implementations out there are. Most notably, Netscape shipped a version of Java that had similar incompatibilities to Microsoft's, and yet Sun has not sued Netscape. Specifically, neither Microsoft's Internet Explorer or Netscape's Communicator

continued on page 26

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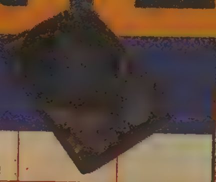

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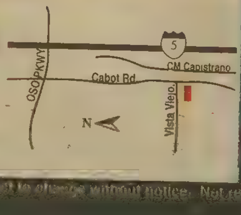

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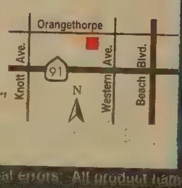

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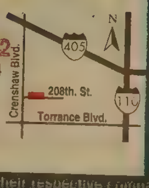

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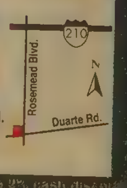

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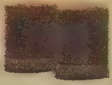

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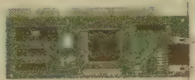

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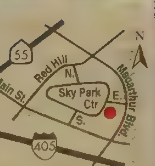

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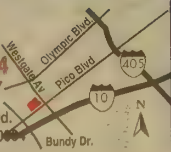

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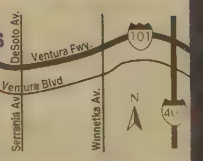

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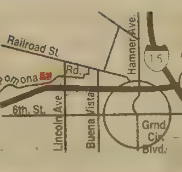

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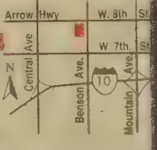

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Industry Insights

continued page 23

come with the Java Native Interface (JNI), although Netscape is planning to release one soon, and neither supports the standard Java security package. Of course, Netscape doesn't sell operating systems that rile Sun (at least not yet).

Tests run by computer magazines such as *InfoWorld* show that the amount compatibility between Java implementations varies, but that today's Java environments do not allow "write once, run everywhere," even when using programming code that is certified by Sun to work. This is the same as what many developers are saying quietly: the dream of cross-platform compatibility has yet to be realized.

Who Will Decide Java's Fate?

Sun clearly feels that it "owns" Java, and is trying to disentangle Microsoft from the Java world. In doing so, Sun is making many Java developers fearful of splitting the world into two Javas. On the other hand, Java developers who don't care that much about Windows are quite happy with Sun for taking on the anti-Microsoft fight.

The fight misses much of the point, however: It is the consumer who will determine whether or not Java becomes an important technology. If consumers are willing to sacrifice speed for cross-platform capabilities, the Java environment could certainly be a winner. However, consumers rarely are willing to use systems that are labelled "slow," particularly when there are faster systems that look the same.

In the case of Java, because Microsoft will always produce a Java language for Windows, and the plain language will always be faster than a Java environment that has to perform like an operating system, Sun will always have an uphill battle to convince people that the cross-platform features are all that useful. Given that the world has pretty much given up on desktop operating systems other than Windows, Sun's claim about importance of cross-platform utility is difficult to believe.

The consumer is always the arbitrator of what wins, but in the case of Java, the consumer is not usually a single end-user. Instead, the people who choose whether or not to use Java as an environment instead of just a programming language are corporate Information Services (IS) departments. They are the ones most concerned with cross-platform issues, and they are often much pickier than even software developers about issues such as programs looking exactly the same on different operating systems.

To date, most IS departments have taken a "well, maybe" attitude about Java. Those that have jumped on the Java bandwagon are doing so mostly for its use as a better development language than C++, and are hoping that it will also pay off for cross-platform development, but aren't betting too much on it. IS managers are usually conservative, and aren't willing to spend too much on gee-whiz technology that doesn't prove itself in the first few years, and Java has already missed that mark.

Thus, even if Sun and other Java developers are crazy for the new language-plus-operating-environment, it may not make it. Given Sun's positioning of Java's operating environment as an alternative to Microsoft, something that only a few customers find all that important, it is not clear if Java will be the big hit that Sun is betting on. ■

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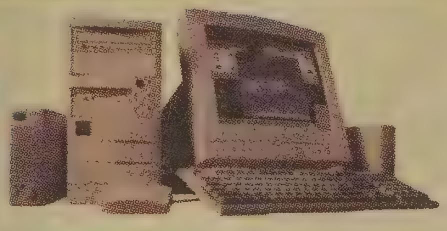

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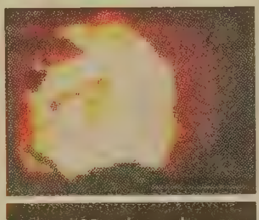

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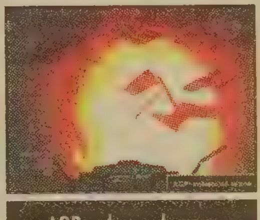

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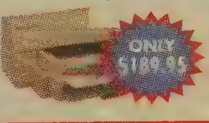

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- 3-Button High Resolution Mouse
- 250-Watt Subwoofer Speaker System
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Intel Pentium® II 300MHz $2795 266MHz $2695

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2.01GB HDD
1.44MB FDD
64 BIT PCI w/2MB MPEG
33.6K ROCKWELL CHIP VOICE MODEM
16 BIT AMPLIFIED 3D SOUND CARD
24X CD-ROM DRIVE
80W HIFI SPEAKERS
104 WIN95 KEYBOARD
MOUSE FOR INTERNET SURFING
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Pentium 166MMX	**$ 755.00**
Pentium 200MMX	**$ 855.00**
Pentium 233MMX	**$ 945.00**

PROMEDIA

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3.01GB HDD
1.44MB FDD
64 BIT PCI 2MB MPEG 3D UP TO 4MB EDO
56K ROCKWELLCHIP VOICE MODEM
SOUND BLUSTER 32 AWE SOUND CARD
24X CD-ROM DRIVE
80W HIFI SPEAKERS
104 WIN95 KEYBOARD
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Pentium 200MMX	**$ 975.00**
Pentium 233MMX	**$ 1,065.00**

DELUXEMEDIA

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INTEL LX/FX CHIP SET w/512K
32MB SDRAM
3.01GB HDD
1.44MB FDD
DIAMOND STEALTH 3D 2000 PRO w/2MB upto 4MB
56K ROCKWELLCHIP VOICE MODEM
AW32 PRO SOUND CARD
24X CD-ROM DRIVE
80W HIFI SPEAKERS
104 WIN95 KEYBOARD
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1.44MB FDD
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SOUND BLASTER 32 AWE SOUND CARD
32X CD-ROM DRIVE
3D SUPER WOOFER SPEAKER
104 WIN95 KEYBOARD
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**MONITOR NOT INCLUDED*

Pentium 166MMX	**$ 935.00**
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1.44MB FDD
MATROX MYSTIQUE 3D MPEG 4MB upto 8MB
56K ROCKWELLCHIP VOICE MODEM
SOUND BLASTER 64 AWE SOUND CARD
32x CD-ROM DRIVE
3D SUPER WOOFER SPEAKER
104 WIN95 KEYBOARD
MICROSOFT INTELLIMOUSE
**MONITOR NOT INCLUDED*

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Pentium II 266	**$ 1,510.00**
Pentium II 300	**$ 1,710.00**

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*2.5, 0.24, 2-3, 5.2 HARD DRIVE BAY
INTEL TRITON III MOTHERBOARD
CACHE PIPELINE 256KB
32MB RAM EDO 72 PIN
1.44MB FDD 3.5"
2.01GB HDD E/IDE
2MB VIDEO PCI DRAM
15" NI .28 MONITOR
1 PARALLEL/2SERIAL PORT
WIN95 ENHANCED KEYBOARD
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TOSHIBA

NOTEBOOK

TECRA	TECRA 500CDT	SATELITE PRO	SATELITE PRO 445 CDX
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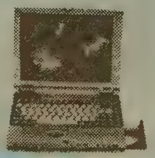

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Compaq Presario 1610	Compaq Presario 1620	Compaq Armada
P-150 MMX 16MB RAM 1.6GB HDD 14X CD-ROM 12.1" DSTN LCD 56K MODEM 1-YEAR WARRANTY	P-166MMX 16MB RAM 2.1GB HDD 20X CD-ROM 12.1" DSTN LCD 56K MODEM 1-YEAR WARRANTY	P-133MHz MMX 16MB RAM 1.3GB HD 12.1" DSTN COLOR 10X CD-ROM MULTIMEDIA READY 2-YEAR WARRANTY
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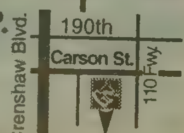

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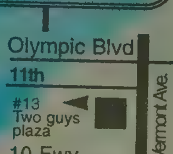

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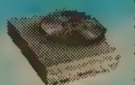

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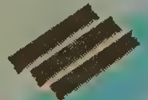

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56K w/VOICE, EXT.	$219

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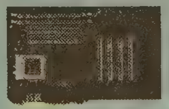

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MYSTIQUE 220 4 MB SGRAM	$129
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SINCE 1993 LOWER PRICE WITH BETTER QUALIT

CYGMA COMPUTER IMPOSSIBLE PRICE

Industry Insights *continued from page 26*

MICROTIMES STOCK INDEX CONTINUES TO HEAD SOUTH

EXCH	COMPANY	TICKER SYMBOL	CLOSING PRICE 12/10/97	CLOSING PRICE 01/14/98	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL DIVIDEND RATE	ANNUAL DIVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
SOFTWARE											
NAS	Adobe	ADBE	40.63	38.88	-1.75	-4.31	15	0.20	0.51	53.13	32.50
NAS	Autodesk	ADSK	37.50	37.38	-0.13	-0.33	-	0.20	0.54	51.13	28.25
NAS	Borland	BORL	9.94	6.94	-3.00	-30.19	-	0.00	0.00	12.19	5.88
NAS	Broderbund	BROD	33.94	22.00	-11.94	-35.17	-	0.00	0.00	37.75	17.75
NAS	Informix (L)	IFMX	5.56	5.31	-0.25	-4.49	-	0.00	0.00	24.38	4.00
NAS	Macromedia	MACR	8.78	9.63	0.84	9.61	-	0.00	0.00	14.34	6.50
NAS	Microsoft	MSFT	142.25	131.13	-11.13	-7.82	49	0.00	0.00	150.75	83.50
NAS	Novell	NOVL	8.13	7.38	-0.75	-9.23	-	0.00	0.00	13.00	6.28
NAS	Oracle (L)	ORCL	23.44	19.56	-3.88	-16.53	28	0.00	0.00	42.13	17.75
NAS	Symantec	SYMC	25.13	23.44	-1.69	-6.72	22	0.00	0.00	27.75	12.00
HARDWARE											
NAS	Apple	AAPL	14.75	19.75	5.00	33.90	-	0.00	0.00	29.56	12.75
NYS	Compaq	CPQ	60.00	58.25	-1.75	-2.92	25	0.10	0.17	79.56	28.50
NYS	Digital Equipment	DEC	40.19	37.50	-2.69	-6.69	30	0.00	0.00	53.81	25.00
NAS	Dell	DELL	91.13	91.38	0.25	0.27	40	0.00	0.00	103.88	30.00
NYS	Gateway 2000	GTW	31.00	33.81	2.81	9.07	50	0.00	0.00	46.25	19.38
NYS	Hewlett-Packard	HWP	63.75	63.00	-0.75	-1.18	21	0.60	0.95	72.94	48.13
NYS	IBM	IBM	106.50	102.63	-3.88	-3.64	17	0.80	0.78	113.50	63.63
NYS	Silicon Graphics (L)	SGI	14.00	11.44	-2.56	-18.30	46	0.00	0.00	30.31	10.94
NAS	Sun Microsystems	SUNW	37.88	42.31	4.44	11.72	22	0.00	0.00	53.31	25.88
NYS	Tandy	TAN	40.88	34.13	-6.75	-16.51	-	0.40	1.17	46.00	20.44
NYS	Xerox	XRX	74.56	70.88	-3.69	-4.95	18	1.30	1.83	88.00	54.38
CPUs											
NYS	Advanced Micro Devices	AMD	19.88	18.44	-1.44	-7.23	-	0.00	0.00	48.50	2.69
NYS	Cypress Semiconductor (L)	CY	9.63	9.06	-0.56	-5.84	43	0.00	0.00	18.94	7.38
NAS	Intel	INTC	74.69	75.44	0.75	1.00	19	0.10	0.13	102.00	62.88
NYS	LSI Logic	LSI	21.19	21.88	0.69	3.24	19	0.00	0.00	46.88	18.63
NYS	Motorola	MOT	59.88	56.94	-2.94	-4.91	32	0.50	0.88	90.50	53.75
COMMUNICATIONS											
NAS	3Com	COMS	35.75	32.69	-3.06	-8.57	37	0.00	0.00	78.25	24.00
NYS	AT&T (H)	T	57.81	65.63	7.81	13.51	22	1.30	1.98	65.63	30.75
NYS	BellSouth Corp. (H)	BLS	56.06	58.38	2.31	4.12	18	1.40	2.40	58.38	39.25
NAS	Cisco (H)	CSCO	56.92	57.00	0.08	0.15	49	0.00	0.00	60.63	30.19
NAS	MCI	MCIC	44.44	43.81	-0.63	-1.41	44	0.10	0.23	45.00	27.31
NYS	Northern Telecom	NT	47.16	44.50	-2.66	-5.63	31	0.30	0.67	56.94	31.06
INTERNET											
NAS	Earth Link (H)	ELNK	22.50	28.50	6.00	26.67	-	0.00	0.00	28.50	8.63
NAS	Netcom (H)	NETC	20.75	23.56	2.81	13.55	-	0.00	0.00	25.00	7.88
NAS	Netscape (L)	NSCP	27.63	17.81	-9.81	-35.52	-	0.00	0.00	49.50	17.00
NAS	Yahoo (H)	YHOO	58.88	67.00	8.13	13.80	-	0.00	0.00	71.00	13.19
MEDIA											
NYS	Disney (H)	DIS	93.81	96.50	2.69	2.86	34	0.50	0.52	100.75	67.88
NAS	TCI (H)	TCOMA	27.13	29.13	2.00	7.37	-	0.00	0.00	29.13	10.75

KEY: NYS = NEW YORK ASE = AMERICAN NAS = NASDAQ
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:	
ADVANCES	15
DECLINES	23
UNCHANGED	0
NEW HIGHS	8
NEW HIGHS	8
NEW LOWS	5

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LARGEST DOLLAR GAINER	Yahoo	$8.13
LARGEST DOLLAR LOSER	Broderbund	$-11.94
ARGEST PERCENTAGE GAINER	Apple	33.90 %
LARGEST PERCENTAGE LOSER	Netscape	-35.52 %

	CLOSE 12/10/97	CLOSE 01/14/98	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	10922.72	10813.49	-109.23	-1.00
DOW JONES INDUSTRIAL AVERAGE	7978.79	7784.69	-194.10	-2.43
STANDARD & POOR'S 500 INDEX	969.79	957.94	-11.85	-1.22
N.Y.S.E. COMPOSITE	507.70	501.35	-6.35	-1.25
NASDAQ COMPOSITE	1596.61	1548.76	-47.85	-3.00

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
06/05/97	9223.00	7305.29
07/03/97	9842.13	7895.81
07/31/97	11003.29	8222.61
08/28/97	10650.13	7694.43
09/25/97	11081.52	7848.01
10/16/97	10985.85	7938.88
12/10/97	10922.72	7978.79
01/14/98	10813.50	7784.69

Source: Nordby International Inc. (*http://www.nordby.com*) Boulder, CO.
This information is based on sources believed to be reliable, and while extensive efforts are made to assure its accuracy, no guarantees can be made. Nordby International assumes no liability for any inaccuracies. For information on Nordby's customized financial research services, call (303)938-1877.

The MicroTimes Stock Index continued to head south as the Asian financial crisis threatened to claim another victim. Our index fell -1.00%, or 109.23 points, to close the monthly trading period at 10813.50. The technology sector continued to be pummeled, as was evident in the -3.00%, or 47.85 point fall of the NASDAQ, which closed at 1548.76. The Dow Jones Industrial Average also moved lower, as it lost 194.10 points, or -2.43%, to close the trading period at 7784.69.

In our index, decliners outpaced advancers by a 23 to 15 margin. However, eight companies reached annual highs versus five that fell to a 52-week low.

Turning To Stocks In The Accompanying Table

Yahoo's stock rocketed $8.13 per share last month after the company reported significantly higher fourth-quarter net revenues. Shares of Yahoo closed at a price of $67.00 per share up 13.80%. The company reported net revenues totaling $25.1 million for the fourth quarter ended December 31, 1997 compared to net revenues of $8.9 million for the fourth-quarter of 1996, an increase of 181%. Pro forma net income was $2.5 million or $0.05 per share, compared with a net loss of $666,000 or $0.02 per share for the fourth quarter of 1996. "Yahoo! continues to be a leader in user traffic and advertising revenue," said Tim Koogle, president and CEO of Yahoo! "During 1997 we aggressively expanded on our core navigational guide platform and emerged as the leader in a wide array of content and services. Our aggressive expansion of Yahoo!'s global-branded network of properties helped us drive both our traffic and our revenues to record levels."

Shares of Apple Computer headed north after the company announced rising net profits. Apple's stock increased $5.00 per share, or 33.90%, to close the period at a price of $19.75. Apple reported that for the fiscal 1998 first quarter ended December 26, the company generated revenues of $1.6 billion and unit sales of 635,000. The company recorded a quarterly net profit of $47 million, resulting in basic and diluted earnings per share of $.37 and $.33, respectively. Apple recorded a net loss of $161 million, or $1.26 per share, in the September quarter, and recorded a net loss of $120 million, or $0.96 per share, in the year-ago quarter. The profitable results were buoyed by the successful introduction of the Company's Power Macintosh G3 computers on November 10. Over 133,000 units of the G3 systems shipped during the quarter, rendering the G3 launch the most successful in the company's history.

Netscape's stock headed south after the company stated that it is expected to lay off about 400 permanent and contract workers as part of a previously announced restructuring. Shares of Netscape fell -35.52%, or $9.81 per share, to close the monthly trading period at $17.81. Earlier this month Netscape predicted an undetermined number of job cuts as aresult of an estimated fourth-quarter operating loss of $14-$18 million, or $0.15-$0.19 a share. The company attributed the situation to competitive price pressure from Microsoft. ■

—Ryan Reichenbach, Production Manager
Nordby International, Inc.

WEB SITE: www.networkpro.net

NETWORK PRO INC BINOMIAL SYSTEMS

957 Fairway Drive, Walnut, CA 91789 Web Site: www.networkpro.net
Tel: (909) 595-8293 ; Fax: (909) 598-4609

ARTISOFT · yes It runs with NetWare · 3Com · MICROSOFT WINDOWS NT

ETHERNET SPECIAL

Network Cards: (PLUG & PLAY)

ISA Coax & 10TP	$19
PCI Coax & 10TP	$29
PCI 10/100TP (EN-9120TX)	$35

Network HUBs:

6 Port 10 TP Only Hub	$49
8 Port 10 TP Only Hub	$59
16 Port 10 TP w/BNC/AUI	$119

FAST 100 TX HUBs

Edimax 4 Port 100TX Hub	$129
Edimax 8 Port 100TX Stackable Hub	$299
Edimax 16 Port 100TX Stackablew Hub	$699

10/100 AUTO-SWITCH:

2 Port 10/100 Auto-Switch Hub (ALS2101TX)	$ 199
4 Port 10/100 Auto-Switch Internal Card	$ 799
[illegible] Port 10/100 Auto-Switch Hub (FS-8108)	$1199

DIGITAL CAMERA

SONY Digital Mavica

Uses 3.5" Disk

	Cash Only	
MVC-FD5	$479	LCD JPEG Flash 640x480
MVC-FD7 10X Zoom	$679	

HITACHI MPEG Full Motion

MPEG1A	$2399
MPEG1AISA w/260MB HD PCMCIA	$2499

- Holds 20 Minutes Full Motion MPEG1 Video & Audio-Sound at 352 x 240
- Holds 3000 Photograph (JPEG Format) at 704x408 1000 Still Pictures with 10 Seconds of Audio
- Connects PC/TV for Viewing

REWRITABLE CD WRITER

Hewlett Packard

	Cash
HP 2x2x6 IDE ReWrite CD-RW (Int.) w/Software	$419
HP 2x2x6 IDE ReWrite CD-RW (Ext.) w/Software	$499

PHILIPS

	Cash
2x2x6 IDE Omniwriter CD-RW (Int.) w/Software	$439
2x2x6 IDE Omniwriter CD-RW (Ext.) w/Software	$509

RICOH 1MB BUFFER

CD-ReWritable MP6200S 2x2x6 Int.SCSI w/SW CTRL $559

RICOH 2MB BUFFER

	Cash
2x2x6 Int.SCSI MP6201S CD-RW Only(OEM)	$499
2x2x6 Ext.SCSI MP6201S CD-RW Only(OEM)	$599

Smart & Friendly 2MB

	Cash
6X Read 4X Write 2X Rewrite Int. IDE	$699

YAMAHA 2MB BUFFER

	Cash
2X/4X/6X Int. IDE CDR40001 CD-RW w/SW	$599
2X/4X/6X Int. SCSI CDRW4260 CD-RW w/SW	$599

CD WRITER

ADAPTEC - Software

Easy CD Creator Deluxe For Win 95/NT	$ 89

PLEXTOR 2MB BUFFER

	Cash Only
12X Read 4X Write SCSI Int. w/SW	$499
12X Read 4X Write SCSI Ext. w/SW	$599

Smart & Friendly

	Cash Only Int / Ext
6X Read 2X Write w/ Software	$379 / 499
6X Read 4X Write w/ Software	$559 / 699

SONY

	Cash Only Int / Ext
6X Read 2X Write SCSI CDR Only	$299 /------
6X Read 2X Write SCSI, w/Ctrl, SW	$399 / 599
6X Read 2X Write SCSI, w/o Ctrl, w/SW	$369 /------
8X Read 2X Write IDE w/Software	$359 /------

YAMAHA 2MB BUFFER

	Cash Only
6X Read 4X Write Int. SCSI CDR400T (OEM)	$469
6X Read 4X Write Int.SCSI w/Software	$489
6X Read 4X Write Int. IDE w/Software	$599
6X Read 4X Write Ext. SCSI w/Software	$599

VIDEO CONFERENCING

CREATIVE LAB

WEBCAM For Internet w/Video 160x120 Capture 320x240	$159

VIDEO CONFERENCING SOFTWARE

Cu-See Me Software V3.0 for Win95/NT	$79
Internet Phone Software V5.0 For Win95/NT	$49

CONNECTIX

Color QuickCAM V2.0 Camera	$219
VideoPhone 2 w/TeleConferencing Software	$299

intel - USB PORT

Create & Share Camera w /software (USB Port)	$159*

(* After $70 Manufacture Mail-In Rebate when Purchased Qty 2 each Time)

Kodak - USB PORT

DVC 300 Digital Video Camera Only For Win 95 (USB Port)	$189

U.S. Robotics

BigPicture Video Capture Card & Camera	$249
BigPicture Video Kit w/Capture, Camera, 33.6 Modem	$329

PC TO TV VIDEO CAPTURE

AVerMedia

AVerKey TV Genie Ext. TV Tuner w/REMT CTRL	$[illegible]
AVer TV-Phone TV/FM Tuner w/Capture Board, REMT	$159
AVerKey 3 PLus For Presentation on TV w/REMT CTRL	$259
AVer MPEG-1 WIZARD-704x756;30fps-NTSC,25fps-PAL	$289

AITech Vision For Multimedia

PC/TV AirLink

WIRELESS REMOTE CONTROL PC From ANY TV AT YOUR HOME !

$299

- PLAY Games
- VIEW Photo Clips
- SURF the Internet
- SEND MOVIES from Your DVD drive to Your TV !

2 4GHz Wireless Transmitter & Receiver
Wireless Keyboard w/Built-In Joystick/Mouse
Infrared Keyboard Extension System
Allow Remote Control of your PC from Any TV
(Thru Walls up to 50 FT. away)
On Screen Controls; 640 x 480 Resolution (NTSC Only)

AIGotcha ! 2

CAPTURE IMAGES FROM ANY VCR/CAMCORDER !!!

$99* After $30 Mail-In Rebate

- UPTO 1600x1200 Resolution
- 16.7 million Color
- RCA & S-VHS (HI-8) Inputs
- No Batteries Required
- Bundle Videp Editing & Internet Audio Software
- Parallel Port Pass-Thru Keeps Printer Connect

FIBER OPTICS

Fiber-Optics (ST) Network Cards:

3COM FDDILink PCI Fiber Single ST	$1299
3COM FDDILink PCI Fiber Double ST	$1699
3COM Interface for LinkBuilder Hub	$ 299

Fiber-Optics (ST) Network Hubs:

SMC TigerStack 3306FC, 6 Fiber/1 BNC	$1899

Fiber-Optics (ST) Transceivers:

3COM ISOLAN Fiber ST to AUI	$ 359
Allied Telesyn Fiber ST to AUI	$ 199

Fiber-Optics Cables:

Fiber Outdoor 2 Conductor Per 100 ft.	$ 199

SERVER 24GB FAST DAT SCSI BACKUP DRIVE

Storage by Sony

- Back Up For Total 24GB
- Back Up 1GB in 7 Minutes
- FAST DAT SCSI DDS-3

$1389 Int. w/o SW	$1459 Ext. w/o SW
$2299 Int. w/ SW	$2359 Ext. w/ SW

Software: ARCserve V6.0 Enterprise Edition For Novell & Win NT

8GB DAT BACKUP

Back Up 1GB in 11 Minutes
FAST DAT SCSI DDS-2

$999 Int. w/o SW	$1299 Ext. w/o SW
$1299 Int. w/ SW	$1599 Ext. w/ SW

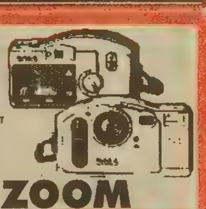
Software: ARCserve V6.0 Single Server Edition For Novell & Win NT

3Com OFFICE CONNECT

FAST 100TX HUB

4 Port 100 TP	$199
8 Port 100 TP	$359
12 Port 100TP	$499
4 Port 10 TP Hub / 10TP & Coax Hub	$[illegible]/99
8 Port 10 TP Hub / 10TP & Coax Hub	$89/139
16 Port 10TP & Coax Hub	$ [illegible]
ISDN External Lan Modem	$ [illegible]
ISDN Remote 510S Internet Access	$ 539
ISDN Remote 520S Voice Port-Phone/Fax	$699
Fax Server-1 Line For Win NT / Novell	$1299
CD-Rom Server 10 TP & Coax	$ 699
Remote Access Server 1000	$1099

Kodak digital science



DC 120 ZOOM

$799 CASH-$20 off

- 1.2 million (1280 x 960) pixels
- 16.7 million colors
- 1.6" color LCD
- Built-in sensor flash
- Built-in 2MB Stores up to 20 pictures
- Auto-Focus 3X Power Zoom with macro
- Auto exposure with automatic white balance

DC 210 ZOOM

$899 CASH-$20 off

- 1152 x 864 (high) pixels
- 1.8" Color LCD w/ Flash
- 4MB; Stores up to [illegible] pictures
- 2X Zoom Lens w/Close-up Mode
- JPEG or FlashPix Format
- Focus free lens; Point-and-Shoot
- Infrared Technology--no cables--connect to PC directly

Kodak DC 25	493 x 373 (high) 320 x 240 (standard)	Focus-Free	$299	Cash Discount [illegible] off
DC 50	756 x 504	3X Motorized Auto Focus Zoom/Close-up	$499	Cash Discount $10 off

2MB/4MB/10MB FOR DC25/50/120/210 $[illegible] / $79 / $[illegible]

ASCEND Communications

REMOTE ACCESS ISDN ROUTER

Pipeline 50 Router Base No NT1	$ 699
Pipeline 50 Switch w/ One Lease 56	$1299
Pipeline 75 Bridge Router No NT1	$ 699
Pipeline 75 ISDN Bridge Router NT1	$ 699
Pipeline 85 ISDN Router w/ 4 Port Hub	$ 749
Pipeline 130 w/1 DDS 56 & 1 ISDN-BRI	$1299
Pipeline 130 w/1 DDSW56 & 1 Switch 56	$1359
Pipeline 130 w/1 T1 or FT1 & 1 ISDN-BRI	$1399
Pipeline 220 v.35 / T1 Router w/ 2 10TP	$2099

ROUTERS with BUILT-IN FIREWALL

Pipeline 50 (U) w/ Firewall Software	$909
Pipeline 75 (U) w/ Firewall Software	$999
Pipeline 85 (U) w/ Firewall Software	$1299
Pipeline 130 (DDS56/BRI) w/ Firewall SW	$1959
Pipeline 130 (FT1 / BRI) w/ Firewall SW	$2029
Pipeline 130 (SW56/DDS56) w/ Firewall SW	$2059

*All prices are subject to change without prior notice

Cisco Systems cisco

ISDN ACCESS ROUTERS

761 Enet / ISDN BRI (IP only)	$ 499
Cisco 762 Enet / ISDN BRI / NT1 (IP only)	$ 559
Cisco 765 Enet / ISDN & 2 Pots	$ 659
Cisco 766 ISDN BRI / NT1 & 2 Pots	$ 699
Cisco 1600 IP / IPX / Apple Talk Plus (SW)	$ 699
Cisco 1601 Enet / Serial Modular Router	$1299
Cisco 1602 Enet / 56K DSU Modular Router	$1399
Cisco 2501 Enet / Dual Serial	$1859
Cisco 2503 Enet / Dual Serial ISDN BRI	$2499

MOTOROLA

56Kbps/T1 Modem

DA56 DSU / CSU Ext. 56K Sync Only	$ 229
DDS MR56 DSU / CSU V.35 RS232	$ 499
FT100S T1 & FRAC. CSU/DSU	$ 999
FT100 T1CSU/DSU Dual V.35 via DB25	$1899

Microsoft

Software for School/Student/Faculty

ID Required

BackOffice Server v2.5 for Windows 95 (CD)	1419
Exchange Server v5.0 w/ 5 Client Lic.	599
FrontPage 97 for Win95/NT (CD)	79
Mastering Visual J++ for Win95/NT (CD)	49
Office 97 for Win 95/Win NT	[illegible]
Office Pro/Bookshelf 97 (CD)	[illegible]
Project v4.1 for Win 95 or v4.0 for Win3.x	139
PROXY SERVER FOR WIN NT	[illegible]
Publisher 97 for Win 95 (CD)	69
SNA Server v3.0 for Window NT w/ 5 User (CD)	759
SQL Server v6.5 for Window NT 5 Users System	769
System Management Server v1. 2 (CD)	369
TECHNET STARTER KIT SERVER for Dos	[illegible]
Visual Basic Enterprise Edit v5.0 for Win95/NT (CD)	179
Visual Basic Pro v5.0 Windows 95/NT (CD)	109
Visual C++ v5.0 Pro for Win95 w/Career Choice (CD)	109
Visual C++ v5.0 Enterprise For Win95/NT (CD)	189
Visual FoxPro Pro v5.0 for Win95 Prof.ED(CD)	89
Visual J++ Pro for Win 95	59
Visual Studio 97 Professional for Win 95 (CD)	239
Window NT Server V4.0 w/ 5 User Client Lics. (CD)	[illegible]
Window NT Server V4.0 w/ 10 User Client Lics.(CD)	839
Window NT Server V4.0 20 User Client Lics. Only	199
Windows NT Workstation v4.0 (CD)	[illegible]

NETWORK SOFTWARE

Microsoft

NT Server v4.0 Competitive Upgrades

5 User	$399
10 User	$529

BackOffice Server for Small Business v4.0

Competitive Upgrades w/5 User $899

Qualified Users: (Contains Full Version)
Novell Netware, LANtastic, IBM LAN Server
DEC PATHWORKS, MS LAN Manager, UNIX

NETWORK INTERNET

iSHARE

- 1 Internet Account
- 1 IP Address & 1 TCP/IP stack
- 1 Phone Line Connection
- For Novell/Win/Win95/NT/Lantastic

$89 V2.5 3-Users $199 V2.5 32-Users

*All specials are "While supplies Last"

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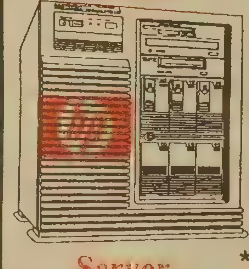
Tel: (909) 595-8293 ; Fax: (909) 598-4609

NETSERVER Pentium PRO

E45 PII-233	w/16MB,24X,NO-HD (D4973A)	$2199
E45 PII-233	w/32MB,24X,4.2GB HD(D4974A)	$2599
PII-266	w/32MB,24X,NO-HD (D4975A)	$2599
E45 PII-266	w/32MB,24X,4.2GB (D4976A)	$2899
	w/64MB,24X, 4.2GB (D5971A)	$3099
LCII PII-266	w/32MB,24X,NO-HD (D4907A)	$2899
LCII PII-266	w/ 64MB,24X,NO-HD,RAID (D5016A)	$4299
LCII PII-300	w/64MB,24X,NO-HD(D5969A)	$3599
LHII PII-266	w/64MB,12X,NO-HD (D5017A)	$4499
LHII PII-300	w/64MB,12X,NO-HD(D5021A)	$4999
LHII DUAL PII-300	w/64MB,12X,NO-HD(D5023A)	$6299
LXE PPRO-200	W/64MB,4X,NO-HD(D4920B)	$9699
LXE PPRO-200	W/64MB,4X,NO-HD ARRAY (D4925B)	$11599
LX PPRO-200	W/64MB, 4X,NO-HD(D4311B)	$12699



SCO OK

* Server HD is Optional

Novell / WIN NT FILE SERVER

- 32MB, 3.5" FD, 24X CD Rom
- 2.1 GB EIDE HD
- PCI Super VGA Card w/ 1MB
- PCI Combo Network Card
- Mouse, Keyboard, Tower Case
- Monitor Sold Separately

Novell OR NT

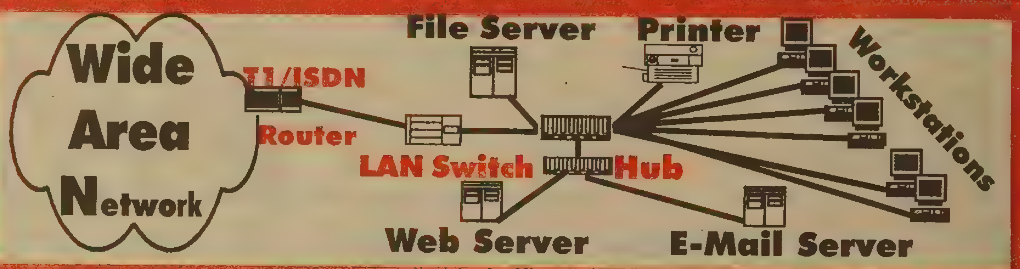
Pentium 166 MMX	$ 899
Pentium 200 MMX	$ 999
Pentium 233 MMX	$ 1099
Pentium II - 233	$ 1299
Pentium II - 266	$ 1599
Pentium II - 300	$ 1899

Novell / WIN NT SCSI SERVER

- 32MB, 3.5" FD, 24X CD Rom
- Adaptec 2940 UW SCSI Card
- 2 GB Ultra Wide SCSI HD
- PCI Super VGA Card w/ 1MB
- PCI Combo Network Card
- Mouse, Keyboard, Tower Case
- Monitor Sold Separately

Novell OR NT

Pentium 166 MMX	$ 1299
Pentium 200 MMX	$ 1399
Pentium 233 MMX	$ 1499
Pentium II - 233	$ 1699
Pentium II - 266	$ 1999
Pentium II - 300	$ 2299



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We specialize in the following areas:

1. *Complete Novell NetWare Installation*
2. *Network Cable Installation*
3. *On-Site Service & Training*
4. *Network Maintenance Contracts*
5. *Novell Certified Engineers*

In-House & On-Site Services

IBM SCSI SERVER

P200	w/32MB,8X,No-HD (86390E5)	$1999
PPRO 200	w/32MB,8X,No-HD(8638PS0)	$2399
PPRO 200	w/32MB,8X,4GB HD (8638PSW)	$2899
PII-233	w/32MB,512K,8X,No-HD(8639PTO)	$3299
PII-233	w/32MB,512K,8X,4GB HD (8639PTW)	$3999
PII-266	w/64MB,512K,8X (8639PBO)	$3799
PII-266	w/64MB,512K,8X,RAID(8640PBO)	$5999
PPRO 200	w/256MB,8X,No-HD (86505M0)	$12799

Server HD is Optional

NETWORK SOFTWARE

Microsoft

Windows NT Workstation v4.0 (OEM)	$189*
Win NT Server v4.0 w/10 Users (OEM)	$799*
Office PRO 97 CD (OEM)	$259*
Window 95 CD (OEM)	$99*
Window 95 License only (OEM)	$79*

*Sold with purchased of Server or Workstation ONLY

*All prices are subject to change without prior notice

WEB SERVER

- 64MB, 3.5" FD, 24X EIDE CD Rom
- Adaptec 2940 UW SCSI Card
- 4.5 GB Ultra Wide SCSI HD (8 ms)
- PCI Super VGA Card w/ 1MB
- PCI Combo Network Card
- Mouse, Keyboard, Tower Case
- Monitor Sold Separately

Novell OR NT

Pentium 200 MMX	$1899
Pentium 233 MMX	$1999
Pentium II - 233	$2199
Pentium II - 266	$2499
Pentium II - 300	$2799

ROUTER: (56K / T1 /Fram Relay)

Intel Express Router	$ 1099
Cisco 1601 Enet/Serial Router	$ 1299
Cisco 1600 Router Software	$ 299
Ascend PipeLine 130 w/DDS56	$ 1399
Ascend PipeLine 130 w/DDSW56	$ 1499
Ascend PipeLine 130 w/T1 or FT1	$ 1499

DSU/CSU: (Lease Line 56K / T1)

Motorola DDS MR56 v.35 RS232	$ 499
Motorola FT100S T1 & Frac	$ 999

Novell / WIN 95 WORKSTATION

- 16MB, 3.5" FD
- 1.2 GB HARD DRIVE
- PCI SVGA Card w/ 1MB
- Built-In FAST IDE w/ I/O
- PCI Combo Network Card
- Mouse, Keyboard, Tower Case
- Monitor Sold Separately

Novell OR Win 95

Pentium 133	$ 559
Pentium 166 MMX	$ 599
Pentium 200 MMX	$ 699
Pentium 233 MMX	$ 799
Pentium II - 233	$ 999
Pentium II - 266	$ 1299
Pentium II - 300	$ 1599

Upgrades to 32GB / **64MB**	$79 Add. / $199 Add.
Upgrades to 2GB / **4GB IDE**	$79 Add. / $ 99 Add.
24X IDE **CD Rom**	$ 89 Add.
Creative Lab **Sound Card & Speakers**	$ 99 Add.
SVGA **Monitor**: 14" / 15" / 17"	$ 169/ $ 229 / $ 499

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3Com NOVELL ARTISOFT

10 TP HUB

5 Port	$49
8 Port	$59
8 Port w/BNC	$69
16 Port w/BNC	$119
12 Port	$289
24 Port	$399

Bay Networks FAST 100TX Hub

4 Port-100TX	$169
8 Port-100TX	$299

ADDTRON 100TX Hub

16 Port-100TX $699

3Com OFFICE CONNECT FAST 100TX Hub

5 Port 100 TX	$199
8 Port 100 TX	$359
12 Port 100 TX	$499

FAST 10/100 AUTO-SENSING Hub

6 Port (ADDTRON)	$499
12 Port (ADDTRON)	$899
12 Port (3Com)	$1119
24 Port (3Com)	$1749

FAST 10/100 AUTO-SWITCH Hub

2 Port	$359
8 Port	$1399
12 Port (3Com)	$2299
24 Port (intel)	$3299

NETWORK CARD

3Com ETHERLINK III w/o Manuals

3C509 B-TP Etherlink III B ISA 10TP	59
3C509 B-Combo Etherlink III B ISA 10TP & BNC	99
3C515-TX Etherlink ISA 10/100	169

3Com ETHERLINK XL w/o Manuals

3C900-TP Etherlink XL PCI 10TP	69
3C900-Combo PCI 10TP/Coax Combo	99

XL (3C905TX) Fast Etherlink XL PCI 10/100 TP

$69 Qty > 20
$79 Qty < 20

ETHERNET NETWORK CARDS

Arcent ARC-220 ISA 16-bit Combo	75
Ethernet ISA 10TP & Coax	19
Ethernet PCI 10TP & Coax	29

ADDTRON PCI 10/100 $39

Artisoft

NodeRunner PRO for Win 95 10TP/Combo	89/99

HEWLETT PACKARD

HP JetDirect Ethernet 10 TP/Combo	349/419

intel

Ethernet 10 Base-T / Coax

EtherExpress PRO/10 PCI 10TP	119
EtherExpress PRO/10 PCI COMBO	139
EtherExpress 16 PRO/10+ 16 Bit TP	99
EtherExpress 16 PRO/10+ 16 Bit Combo	129
EtherExpress PRO 10/100 EISA	289
EtherExpress 16 MCA 32-bit	189

intel CARD ONLY w/o Manuals

EtherExpress 16 PRO/10+ 16-bit Combo	79
EtherExpress PRO/10 PCI 10 TP	75
EtherExpress PRO/10 PCI Combo	99

intel EtherExpress PRO PCI 10/100+

PILA8460 (NEW Model !!) $59 ea.

SMC

Ethernet 10 Base-T / Coax

EtherEZ Plug & Play 16-bit Combo	109
Elite 16 Ultra ISA Combo (RJ45/BNC)	115
Elite 32-Ultra EISA Combo (RJ45/BNC)	239
EtherPower PCI 10 TP	79
EtherPower PCI 10 TP & Coax Combo	89

SMC PCI 10/100 TP $69

NETWORK CABLEs/TOOLS

Cables w/Connectors/Tools

Every 25 Ft RG58A/U Coax or RJ45 Level 5 Cable	8
1000 Ft RG58 A/U or Level 5 TP Bulk Cable	199
50 Ohm BNC Terminator (Thin Ethernet)	2
RJ-45 Connector/T-Connector	0.89/2
BNC/RJ-45 & RJ11 Crimping Tool	25/29
RG-58 / 62 Wire Stripper	25

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10 HOURS (One Year Novell Engineer)	750
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ADDTRON

5 Port (2 BNC/2 RJ 45/1 AUI) Repeater	299

NETWORK 100 TX HUB

3Com OFFICE CONNECT

4 Port 100TX Hub	$199
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12 Port 100TX Hub	$499

ADDTRON

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8 Port 100 TX Hub	$299
16 Port 100 TX Hub	$699

Bay Networks

4 Port 100TX Hub	$169
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FAST AUTO-SENSING 10/100 HUB

3Com

12 Port 10/100TP	$1119
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ADDTRON

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SuperStack II Switch 1000 Hub

12 Port-10TP, 1 Port-100TP	$1199
24 Port-10TP, 1 Port-100TP	$1399

SuperStack II Auto-Switch 3000 Hub

12 Port Auto Switch-10/100TP	$2299

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SuperStack II 24 Port 10TP Hub (3C16441)	399

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8 Port Arcnet Coax Active Hub	165
8 Port Arcnet Twisted Pair Active Hub	175
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8 Port Ethernet 10 TP Hub (HUB-8T)	59
8 Port Ethernet 10 TP & BNC Hub (HUB-8CT)	
16 Port Ethernet 10 TP & BNC Hub (HUB 16CT)	119

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AdvancedStack-8E 8 Port 10TP & 1 BNC	199
AdvancedStack-8U 8 Port 10TP w/SNMP	589

SMC

TigerHub TP6 6 Port 10 TP Hub	199
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SynOptics

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Windows NT Server v4.0 20 User Lic Only	599
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Windows NT Server v4.0 Upg w/10 User Lic.	599
Windows NT Workstation v4.0	279
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Artisoft – LANtastic

Lantastic 7.0 1 User CD/3.5	69
Lantastic 7.0 10 Users CD/3.5	399/429
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Lantastic 7.0 1 User Add On Kit CD/3.5	179

NOVELL

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NOVELL 5/10 Users	599/1299
NOVELL 25/50 Users	1899/2499
NetWare Documentation 3.12/IntranetWare 4.1	195/495

NOVELL UPGrades

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FAXServer For Win NT Server Only	239
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WinFax Pro V8.0 For Win95/NT 1/10 Users	109/799
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NetSatisfaxtion v3.0 25 Users/1000 Users	719/939

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Ethernet Fax Server-4 Line (Novell/Win NT)	3,999

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3COM

3Com Impact IQ Ext.Modem (3C882)	259

ASCEND

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NetWarp PRO ISDN Int. Adapter w/POTS	299

MOTOROLA

BitSurfer PC Term Int. or Ext. Modem MPPP	389

U.S.Robotics

Sportster ISDN 128K Terminal Adapter NT-1	259

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CPA0752-Ro Ethernet IP/IPX Remote Router	1,199
CPA0753 ISDN Ethernet IP/IPX Router	1,199
CPA0753-Ro Ethernet IP/IPX Router	1,299
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AHA-3985W-Kit PCI RAID MultiChannel For Novell	699
APA-1450B PCMCIA Notebook SCSI-Removable Drive	119
APA-1460A-2 PCMCIA Notebook SCSI-All SCSI Devices	199
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3COM PCMCIA 10TP+ 33.6 Modem	299
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REALIZABLE FANTASIES • BY JIM WARREN

The Evil Of Software Monopolies, Uh, Patents—Part 3

The Last Installment of Warren's Remarks To The Patent Office Opposing Software Patents

My previous two columns contained the first part of my formal testimony presented to the Patent and Trademark Office's hearings on "Software Related Inventions," held in San Jose, California, in March, 1994. Part 1 contained the "Principles" that I presented; Part 2 contained the "Pragmatics," and this concluding column contains the specific recommendations I made—all presented as the official position statement of Autodesk, Inc., which at the time, was the sixth-largest microcomputer software publisher in the world.

* * * * *

Specific Recommendations Opposing Software Patents

First and foremost, let us agree that those who hold software patents probably prefer patent protection, and those who spend their time and resources creating technical innovation and national progress—rather than creating patent applications and litigation—probably prefer unfettered freedom to innovate.

Let us also agree that **the constitutional intent is to "promote progress."**

So let us disregard who wants what for self-benefit, and act on principle.

We propose as a principle, that those processes that are exclusively intellectual and exclusively algorithmic—even when mimicked by machine—must not be monopolized.

These are Autodesk's implementing recommendations, and they are mine, stated as a deeply concerned computer professional and a multi-decade industry observer and entrepreneur. And they are supported by the vast majority of talented programmers I have known. (They are in less favor, however, with many of the intellectual-property attorneys I know—who do not create technical innovations, but are well-paid to patent them, threaten them and defend them.)

Recommendations

We offer two recommendations, the second having twelve parts—so to speak, the 12 Apostles of Redress:

First: Issue a finding that software, as I have defined it, implements intellectual processes that have no physical incarnation; processes that are exclusively analytical, intellectual, logical and algorithmic in nature. Use this finding plus the clearly stated constitutional intent ("to promote progress"), to declare that the Patent Office acted in error when it granted software patents. Declare that software patents monopolize intellectual and algorithmic processes, and also fail to fulfill the constitutional mandate to promote progress—that in fact, they clearly threaten it.

Declare that only the *representation* of such algorithmic intellectual processes—in human-readable or machine-readable form—is protectable, and then only by controlling the right to copy it.

Declare that software, as a mimic of the mind, cannot be patented.

As with Prohibition's speakeasys and the nation's unsuspecting nuclear-test subjects, this will create the problem of how to make whole those who hold erroneously issued patents. But that cannot justify continuing to patent intellectual processes. Repaying patent-holders can and should be resolved through the political process—although patent-holders cannot expect to retain their improperly granted monopolies of logic.

Like the rest of us, the government must accept the consequences of its errors and move to correct them.

Second: Until—and only until—software patents are definitively prohibited, reject or at least freeze all such applications that have not yet been granted, pending conclusive action on all of the following twelve recommendations:

1. Redress Serious Errors Of Previous Administrations: Issue a finding that there have been extensive and serious errors of judgment in a large percentage of software patents granted in the past, and immediately recall all

continued on page 38

Let it be the responsibility of those seeking lengthy monopolies to defend the truly novel and truly non-obvious character of their innovations in a public patent-application review process. Do not continue to foist that responsibility onto all other practitioners.

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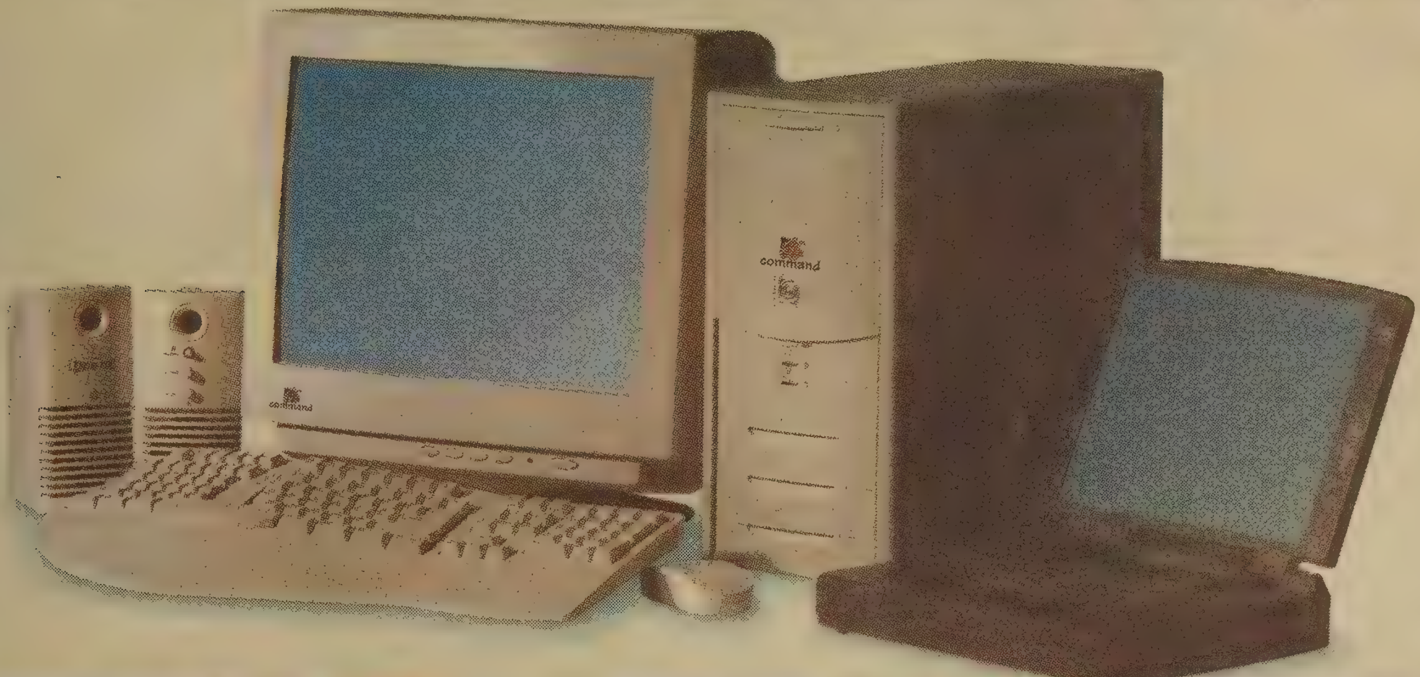

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Realizable Fantasies

continued from page 35

software patents for re-review and possible revocation.

Encourage industry assistance by distributing summaries of all such patents to the top 20 or 50 or 100 software publishers and all other interested parties, requesting their examination and soliciting prior art and other challenges. This will probably require legislation to protect cooperating companies, lest they dare not participate for fear of later claims of "knowing infringement."

In addition, make the information available via the Internet and solicit maximum public input via that channel.

2. Mandate Disclosure Upon Filing: Issue a finding that it unconstitutionally suppresses progress to hide software threats in secret filings for one to five years, especially given that software products often have a development period measured in months and a life-span of one or a very few years. Note that most of the high-tech nations with which we compete require disclosure upon filing, or very soon thereafter.

Based on those findings, adopt a policy of disclosure upon filing, or at least within, say, ninety days of filing.

This will give software developers essential early warning of possible danger. It will also allow them to provide badly needed prior art before the Patent Office spends staff time on the application, and provide that prior art perhaps years before the patent might be granted and become a threat.

If a potential filer fears that such early disclosure will endanger trade-secret protection because the patent application may be rejected, so be it. Somehow, most of the rest of the world survives with disclosure-upon-filing.

Let it be the responsibility of those seeking lengthy monopolies to defend the truly novel and truly non-obvious character of their innovations in a public patent-application review process. Do not continue to foist that responsibility onto all other practitioners, who must now prove after-the-fact invalidity in costly, intolerably delay-ridden court defenses that leave as our only options paying unjustified ransoms, years of halted progress, and waste expended on defensive patent applications.

3. Require Disclosure Of Complete Source Code And Documentation Upon Filing: Reiterate that the major function of the patent system is to assure complete public disclosure of innovation in order that all may benefit and progress be promoted. Issue a finding that software patents require full disclosure of complete, original source code and complete internal documentation.

Then require its disclosure—preferably upon filing, or perhaps ninety days later, but at least upon the granting of a software patent. Note that this implements the "best mode" requirement.

Furthermore, find that software-patent disclosures in the past have often failed to fulfill this minimum requirement, and require such disclosures for all present software patents, to correct their improperly incomplete disclosures of the past. Patent-holders who decline to so disclose in a timely manner must have their patents invalidated by prompt Patent Office action.

4. Prohibit Filings After Any Public Exposure: Issue a finding that most of the nation's high-tech competitors, in Europe and elsewhere, prohibit patent filings after any public exposure of an innovation. Further find that patentable innovation in software is unclear; vaporware* is rampant; early disclosure is common; sharing of disclosed innovation is almost universal; and, possibly infringing development using such disclosures is almost inescapable. Use that finding to prohibit any filing after the date of *any* public exposure.

(—"vaporware" refers to products and innovations that are announced many months and even multiple years before they are finally delivered.)*

5. Reduce Requirements For Challenging Software Patents: Find that the evaluation of what constitutes new, novel and un-obvious innovation in software is highly subjective and essentially impossible for the Patent Office to judge, especially since the Office does not have available to it the fifty years of prior art that exists. Use that finding to change the standard for invalidating software patents, from a requirement for "clear and convincing" evidence, to no presumption of validity at all—which is usually the case if the experience of well-funded defendants such as Autodesk is any measure. At an absolute maximum, require no more than a "preponderance" of evidence.

6. Reduce Protection Period: Issue a finding that seventeen-year software patents are clearly unreasonable in an industry where (1) significant innovation can often be created in months; (2) most innovation has minimal costs relative to traditional inventions; (3) manufacturing and distribution are trivial; (4) products can be shipped within weeks of being finalized; (5) great profits can often be attained in less than a year; (6) the life of a product is typically only a few years; and (7) all of the growth of the industry—from inception to *Diamond v. Diehr* in 1981—was barely three times that seventeen-year monopoly period.

Therefore, shorten the one-time protection period for software patents from seventeen years to no more than, say, two years. *Sui generis* is justified.

> *If a potential filer fears that such early disclosure will endanger trade-secret protection because the patent application may be rejected, so be it. Somehow, most of the rest of the world survives with disclosure-upon-filing.*

continued on page 222

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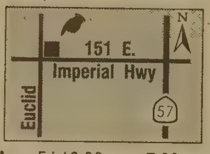

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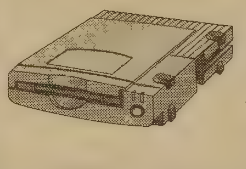

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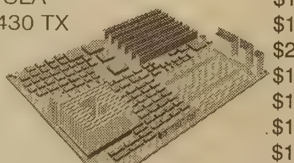

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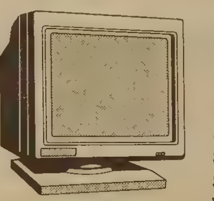

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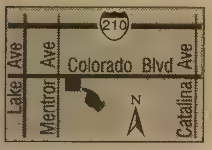

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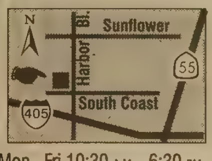

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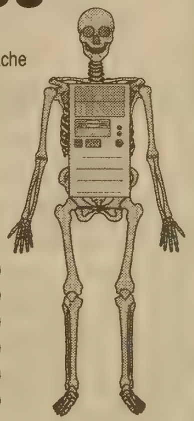

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Letters

Microsoft Vs. DOJ—The Debate Goes On

Double Standard?

Why should Microsoft not have the right to define what should be included in their operating system? They are the ones who have to sell it and they are the ones who will suffer the losses if they cannot sell it.

Should Uncle Sam forbid WordPerfect from including a spreadsheet and a file manager in their "word processor?" Was WordPerfect using its "monopoly" to enter the spreadsheet market? Why didn't the DOJ investigate WordPerfect's "monopolistic practices?"

There is no question that the DOJ is singling out Microsoft for harassment. After all, Netscape has been giving away their browsers for years (I for one have been using version 1 through 4 without paying a single cent). Netscape is also, according to a recent *PC Week* report, trying to turn Communicator into a platform.

Not too long ago, Netscape had a "monopoly" of its own in the browser market. So why is it OK for Netscape to use its browser "monopoly" to enter the OS market but it is not OK for Microsoft to use its OS "monopoly" to enter the browser market?

Not too long ago, the DOJ was investigating MS for bundling the MSN, even though Apple had been bundling eWorld with impunity. Double standard? You bet!

Nameless email correspondent

Stop The Monopoly!

It should be obvious to even the most casual observer that the Microsoft monopoly in the world of personal computers should be ended. Microsoft's increasingly strong monopoly began in the 1980s with their version of the Disk Operating System (DOS) and progressed with the introduction of Windows 3 and then Windows 95.

First, Microsoft pushed out the then-dominant spreadsheet software, 1-2-3, produced by Lotus Corp., and replaced it with their own Excel. Then they pushed out the then-dominant word-processing programs, WordPerfect, produced by WordPerfect Corp. and WordStar, produced by MicroPro International Corp. and replaced them both with their own MS Word software.

They did this by "bundling" their software applications, Excel and Word, in a package along with their Windows operating system, which they forced computer manufacturers to accept on an "all or nothing" basis. This activity was obviously a restraint of trade and free competition, but the Republican Reagan and Bush administrations were not interested in enforcing the existing anti-trust regulations. In the go-go 1980s, this lack of competition and lack of a level playing field for software developers was ignored or winked at.

Now Microsoft Corp. is trying to leverage its dominant Windows PC operating system into a domination of Web browsers and other functions on the Internet. It clearly violated its 1995 consent agreement with the US Department of Justice by forcing computer manufacturers to buy its Web browser when they purchase the Windows 95 operating system.

It is high time for the Department of Justice to say "No more monopoly tactics" to the arrogant Microsoft Corp. Here is a corporation that is so greedy that it is resisting tooth-and-nail paying any benefits to long-term contract employees. Every corporation in America has a state charter that requires it to serve the public interest. This corporation is no longer serving the public interest and is violating its state charter.

I believe that Microsoft Corp. should be broken up into smaller, competitive companies, just as the Standard Oil Trust was broken up back in 1911. There could be a Windows Corp., a Word Corp., an Excel Corp. and a Microsoft Internet Corp. It is no longer tolerable to let the monopolistic Microsoft Corp. keep extending its grasp into more and more areas of our computerized economy.

James K. Sayre

Complexities

Although the current Justice Department suit has brought to light some of Microsoft's more "arcane" dealings, especially in terms of sales practices, I think there is a larger point being missed by the press.

While Microsoft would have a difficult time asserting that, say, a word processor or a paint program is part of the operating system, I don't believe that carries over to the HTML browser.

To assert that *any* program is "part" of the operating system, you would have to offer proof that the operating system needs that to perform basic functions. Just because the command can be *added*, this does not de facto prove that the function or program is not part of the operating system.

For example, Symantec and others provide extension programs to, say, show the disk space remaining, in a graphical and interesting way. But this still remains a vital feature of the operating system, such that a user without that function might be compromised.

In the case of the HTML browser, a document type is being introduced to general use that requires a special program to view. It is debatable if a system is "compromised" by its inability to read such a file right out of the box. However, since HTML files are becoming more popular, it seems obvious that Microsoft would want to add that function at a basic level to the operating system.

The final nail to this argument, in my opinion, is the Windows "help" file format. The purpose of the help file format is practically identical to that of HTML. It gives presentation-level text and images that free-flow to adjust to different window sizes, menu options, etc.

The browser itself copied HTML from SGML, intended to be a general purpose formatting language. So HTML is moving to become the standard for interactive displayed text and images. And it makes every kind of sense that Microsoft might want to find sources of text and other presentation data in the operating system,

continued on page 224

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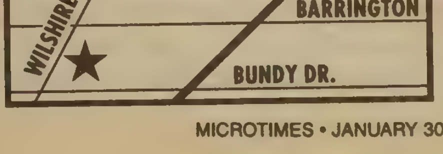

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Keyboards And Their Cousins

Darwin Keyboard's NoteBoard

Keyboards have consistently been the one major limitation with laptops. While I do not fault most of the laptop manufacturers, I still find that nothing can beat a good, full-size keyboard. Of course, when you are on the go there is no practical alternative to a laptops built-in keyboard. But when you are working at your primary workspace, it is a real advantage to have a good keyboard. After all, the two main interfaces you have with your computer are the keyboard and the display.

Almost any PS/2 keyboard will do the job, with some brands available for less than $20. And while we are criticizing laptops, I must also weigh in on the side of a mouse rather than either a touchpad or a trackpoint pointing device. I find that I can navigate much more rapidly with a conventional mouse or a variation of one than with the devices that are coming on almost all of the laptops these days. So while you are considering a standalone keyboard, you may as well add a mouse for your primary location. When on-the-go, we have to make compromises, but I can no longer say that I like either the built-in keyboards or pointing devices as well as what is standard fare for a desktop computer.

In my office, I do everything I can to get away from these limitations and restore the system to a reasonable facsimile of a traditional desktop computer. The addition of a decent keyboard, however, pushes the laptop farther away from my eyes and makes the display all the harder to read. Darwin Keyboards recently addressed the whole business of an add-on keyboard for laptops with the introduction of their NoteBoard package—a full-size keyboard, a matching serial mouse and software that lets you customize the keyboard.

The basic NoteBoard is a decent keyboard. It is similar in layout to most good PS/2 keyboards. It stands out, however, in that it is designed specifically to accommodate the needs of laptop users. It has feet that are adjustable to six different heights so you can raise the keyboard high enough to allow the body of the laptop to slide under the NoteBoard. In this way, you will neither have to use a lot of desk space for the add-on keyboard nor have the LCD display so far away from your eyes.

The concept is good. In practice, however, I was only partly pleased with the results. In my case, I am using a laptop that is unusually big and the legs on the NoteBoard simply were not tall enough to accommodate my machine. Darwin has thought of this and offers leg extensions upon request. The problem, however, is that the keyboard is then too high for me to type comfortably. My solution was to use the NoteBoard in front of my laptop, which partially defeats the purpose of its carefully thought-out design. If you have a reasonably sized laptop, I would expect this keyboard to work perfectly. I am pleased with both the layout as well as the touch and feel of the keyboard. Bear in mind, however, that there is hardly any part of the computer as personal as the keyboard. What feels great to one user may not to another. I suspect that some users may find this keyboard equal to the best they have ever used, while others may find it only average. In any case, it is good enough for the vast majority of users.

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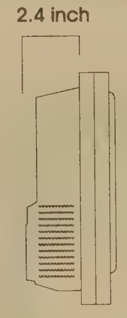

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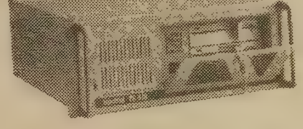
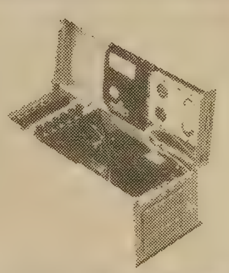


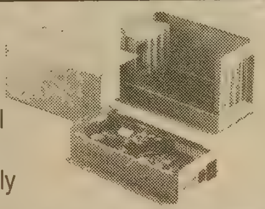
- 14-slot ISA/PCI backplane
- Baby AT version available
- Supports two 5.25" and two 3.5" disk drives
- 250W Power Supply

IPC-6806 Compact Wall Mount PC



- 6-slot ISA/PCI backplane
- Supports two drives
- Cooling fan with air filter
- 150W Power Supply

MBPC-641 MicroBox PC



- 4-slot ISA-bus backplane
- Ultra compact for embedded control
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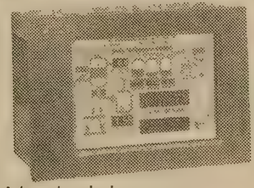
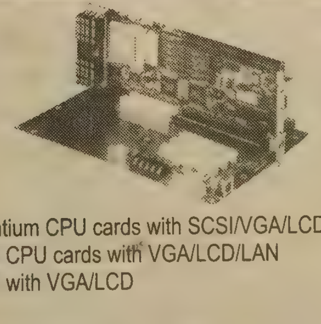
- 65W Power Supply

MiPC-51 Workstation w/TFT LCD Display



- 4-slot ISA bus backplane
- Supports two 3.5" drives
- 640x480 TFT Color LCD
- 65W Power Supply

CPU cards



- Pentium CPU cards with SCSI/VGA/LCD
- 486 CPU cards with VGA/LCD/LAN
- 386 with VGA/LCD

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Laptops *continued from page 46*

A mouse is a pretty standard piece of equipment and will work with virtually any laptop. After struggling with a touchpad for too long, I was delighted to switch back to the mouse. My preference, of late, however, has been the Microsoft IntelliMouse ($84.95). This mouse, which has been out for some time, works especially well with Microsoft software. It has a wheel that lets you easily scroll back and forth through documents, spreadsheets and directories. In addition, you can zoom in and out with the wheel and a final feature that I love is its teleprompter mode, which lets you automatically scroll through a document at any speed you like. It's great for proofreading.

The advantage of the mouse Darwin includes with the NoteBoard is that it connects through the serial port rather than a PS/2 port. Many laptops have only one PS/2 port, which means you may have to choose between an add-on keyboard and a mouse. Darwin's package is a good solution.

The final component of the NoteBoard package is the LaunchBoard software, which lets you customize the keyboard. You can, for instance, set it up so your function keys take you directly to the Web sites you like or open programs or documents that you use frequently. In addition, there is a macro feature to the software for creating sophisticated software applications that will open and close programs and perform functions you repeat.

Other manufacturers are also recognizing the limitations of laptop keyboards. Fujitsu Takamisawa America has just come out with a numeric keypad specifically designed for laptops. The keypad plugs into a PS/2 port and also has a pass-through PS/2 port that lets you can connect a mouse to the keypad. This device is targeted primarily to on-the-go users. In your primary location, you may as well use a good keyboard like the NoteBoard that has a full numeric keypad. On the road, however, this keypad will be a great convenience for number crunchers. If you are working with spreadsheets or other number-intensive applications, this sure beats imbedded numeric keypads or the row of numbers across the top of the keyboard.

While laptops are terrific, the addition of aftermarket products can improve the performance of these little wonders on-the-road and at home.

continued on page 50

RESOURCES:

NoteBoard with NoteMouse, $119.95
Darwin Keyboards
915 Bryant St.
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Numeric Keypad, $44.95
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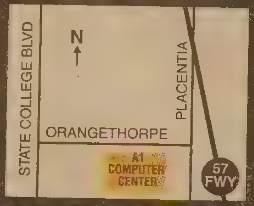

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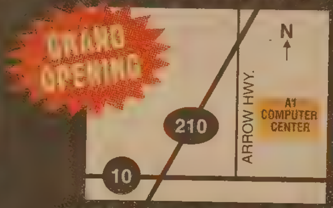

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	WDAC32500	2.5GB	11mS	128K	3 Years	$174.99
	WDAC33100	3.1GB	11mS	128K	3 Years	$184.99
	WDAC34300	4.3GB UL	11mS	256K	3 Years	$239.99
	WDAC35100	5.1GB UL	11mS	256K	3 Years	$259.99
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Laptops *continued from page 46*

Computer Of The Month

Micro Express' Multimedia NP8200MMX

Micro Express computers have consistently delighted me over the years. Its newest laptop—the NP8200MMX—is an impressive computer at any price, but for under $3,000 it is amazing. This is a hefty laptop, weighing 8.4 lbs. and measuring 9.1" x 11.9" x 2.2." Laptop buyers have to carefully consider just what they want out of a system that they purchase. For myself, rarely working in airplanes, I value portability, but prefer the larger laptops like this one because of the extra ease-of-use offered.

The NP8200MMX offers a large, 13.3" active-matrix color display and a well-designed keyboard. But in addition, it is a powerhouse, sporting a Pentium 200MHz MMX CPU. It comes standard with 24MB of RAM, upgradable to either 32MB (extra $60) or 64MB (extra $199). It has a removable 2.1GB hard drive. In addition, it includes a 20X CD-ROM drive as well as the standard floppy drive.

This computer is marketed as a multimedia computer and it fills the bill admirably. While the large screen is excellent, I still prefer an external monitor when I am working in my office. For making presentations, you can easily connect it to a television through the output on the back. Like many portables, this one requires you to choose between connecting a keyboard or a mouse if you are using the PS/2 port. In order to add both an external mouse and keyboard, you will need to use a serial mouse. The built-in touchpad is good enough for when you are traveling, but no match for a comfortable mouse.

The MP8200MMX is an impressive computer at any price, but for under $3,000 it is amazing.

While most good portables offer modularity, Micro Express takes the concept farther than many of the others on the market. The NP8200MMX comes with a lithium-ion battery that should provide power for a couple of hours. Additionally, you can replace the floppy drive with a second battery, which also is included with the computer. Replacement batteries ($199) are available. If you fill the floppy bay with a second battery, you can still access the floppy drive by connecting it to the parallel port with the provided cable. If you do most of your work using AC power, you might want to consider an internal AC adapter ($149). This adapter replaces the primary lithium-ion battery and eliminates the need for the standard external power supply that comes with the laptop.

The CD-ROM can be swapped with either a magneto-optical drive ($349) or a second hard drive ($285-$399). Magneto-optical drives are becoming an attractive option for backups. The CD-ROM drive is only part of the multimedia package. There is a built-in microphone and two speakers. In addition, there are line-in, microphone, headphone/speaker ports and a volume-control knob on the side of the machine. A MIDI/game port on the back of the unit will serve those who work with music files or are addicted to games. The sound system is Sound Blaster-compatible.

A pair of PC Card slots add to the multimedia capabilities as well as provide a convenient way of extending the interfaces of the computer. The lower PC Card slot supports Zoomed Video. This allows you

continued on page 54

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24-Speed CD-ROM + Titles
Sound Blaster AWE 64 Value
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Laptops *continued from page 50*

to obtain the best images from a CD-ROM, provided your system is set up properly. All of the necessary drivers are included with the system. When the two slots are used together, they will accommodate a Type III PC Card. Micro Express includes a Type II 33.6Kbps fax/modem with this system. I prefer this approach to built-in modems, which will most likely soon be out-of-date and are expensive to change.

An infrared port offers another option for moving files to either a printer or another computer. Finally, there is a USB port. While I see few peripherals that use this port, I have been told that this port will become increasingly important in the future as new computers are similarily equipped.

The documentation that comes with this laptop is wonderful. While you can read it and learn what you need to know even if you are inexperienced, there is also a wealth of technical information for those who need to know these details as well. The manual is put together in such a way that either kind of reader will be comfortable. If you need support beyond what is provided by the documentation, there is a 24-hour telephone number you can call. Micro Express provides a full four-year warranty on parts and labor. And finally, a carrying case rounds out the package. ■

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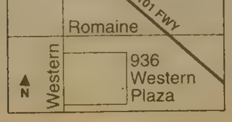

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Finding Work As A Telecommuter

It's The Wrong Perspective

Trying to find work as a telecommuter is usually as frustrating and fruitless as expecting to be hired because you have a license and know how to drive to work. In most employment situations, you won't and probably can't find work simply as a pure telecommuter.

But you quite often can find a good, satisfying job and—once established in it—win permission to perform some of your duties on a telecommuter basis.

Once you successfully accept the truth of this situation and shift your attitude accordingly, looking for work you can do as a telecommuter becomes a lot more satisfying. No longer will you be forced to scour obscure Web sites and pore through long lists of computer-programming projects (unless, of course, you're a computer programmer!). No longer must you endure "multi-level" or "network" marketing come-ons and pitches that offer you fabulous success for no-risk, no effort, and no money down.

Instead, you can simply recognize that—except for jobs like surgeon and plumber which today's technology makes impossible to do remotely—there are only two kinds of jobs in the world: those for which telecommuting is already accepted, and those for which telecommuting will soon be accepted. If you're not lucky enough to find one of the former, you'll need only make an effort to develop one of the latter.

How To Proceed

First, recognize that an employer organization that isn't getting the results it needs or wants from non-teleworking employees is more easily induced to hire someone of extreme competence and experience, and then will have little choice but to assent to him or her working as a telecommuter some of the time.

Second, understand that telecommuting is not an entirely strange or undesirable concept at many large employers—as rumor would have it. This is particularly true when that company's management is comfortable shipping American jobs overseas. If a company willingly hires programmers in India or keypunchers in Ireland, why should management blanch at the notion of hiring a local employee who'll telecommute from 20 miles away one day a week?

Third, feel confident about the future, because the forces of history are on the side of the telecommuter. With every passing day, more and more evidence mounts in favor of telecommuting; competition and costs conspire to make telecommuting not only more attractive, but more necessary to almost every employer; and die-hard opponents of telecommuting—who tend to be among older generations—move up and out of front-line management, if not entirely out of the employer's organization.

> Except for jobs like surgeon and plumber which today's technology makes impossible to do remotely, there are only two kinds of jobs in the world: those for which telecommuting is already accepted, and those for which telecommuting will soon be accepted.

The facts support this interpretation. As many as 25% of human resources managers at large companies say their organizations already employ some telecommuters, or are expecting to employ some within a year. What's more, vast numbers of laid-off professionals and executives have reacted to being dumped from full-time careers by starting their own small companies and consultancies. Rather than burden their new situations with heavy payrolls, many of these entrepreneurs are opting to build "virtual" organizations staffed by telecommuters and other flex-timers.

So one good way to start looking for work you can do as a telecommuter is to start looking for work you can do. Begin by taking a complete self-inventory: What are your strengths? Weaknesses? Skills? Specialized knowledge? Interests? Experience?

Then try to puzzle out what kind of tasks, what kind of responsibilities, what kind of positions, they all add up to?

Once you have a likely industry or job description in mind, begin to research the potential employers. Who are the biggest players? The newest? The most innovative?

Contact each of them just as you would if you were looking for a non-telecommuting job. But in your second or third interview, begin to inquire about the possibilities of telecommuting to the new job one or more days per week.

Take your time. Present your business case thoroughly, in detail. And be ready to answer questions from across the desk. In some situations, there will be little resistance to your idea. In others, you may decide to take a promising job without first obtaining an explicit commitment to telework, with the understanding idea you'll have to prove yourself under difficult conditions before it becomes politically feasible to ask your new employer about telecommuting one or more days per week.

continued on page 61

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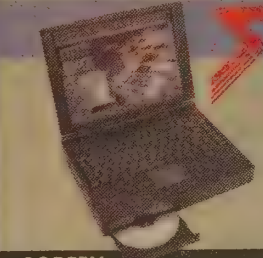
SCREEN	INTEL CPU	RAM	HARD	PRICE
12.1" Dual Scan	166MMX	16M EDO	2.0GB	$1390
11.3" Active Matrix	166MMX	16M EDO	2.0GB	$1570
12.1" Active Matrix	166MMX	16M EDO	2.0GB	$1685
12.1" Active Matrix	166MMX	32M EDO	2.0GB	$1735



SAGER NP8700

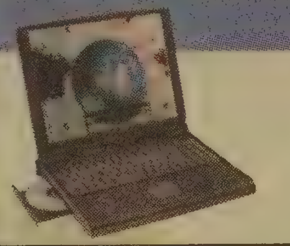
- 16MB EDO RAM EXPANDABLE TO 144MB
- 256K PIPELINE BURST SYN CACHE
- REMOVABLE HDD 1.4GB/2.1GB/3.0GB
- 2MB VIDEO RAM (EDO)
- REMOVABLE FULL SIZE 20X SPEED CD-ROM
- 16 BIT SOUND SYSTEM SUPPORT 3D SOUND
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- ZOOM VIDEO PORT • TV OUTPUT
- 1 USB PORTS • OPTION: MO DRIVE, INTERNAL AC ADAPTER, LI-ION BATTERY

SCREEN	INTEL CPU	RAM	HARD	PRICE
12.1" SVGA TFT	166MMX	32M EDO	2.0GB	$1885
12.1" XGA TFT	166MMX	32M EDO	2.0GB	$1940
13.3" XGA TFT	166MMX	32M EDO	2.0GB	$2160
13.3" XGA TFT	200MMX	32M EDO	2.0GB	$2260

NP6200

- 16MB EDO TO 72MB EDO
- SVGA 800X600 2M VIDEO, 64 BIT PCI BUS
- 20X SPEED CD-ROM
- 16 BIT STEREO SOUND SYSTEM
- REMOVABLE HDD 1.4GB/2.1GB/3.0GB
- 3.5" 1.44MB FDD • TV OUTPUT, ZV PORT
- 512K PIPELINE CACHE
- 3 PCMCIA TYPE II & III
- TOUCH PAD, CARRYING BAG
- OPTION: LI-ION BATTERY

SCREEN	INTEL CPU	RAM	HARD	PRICE
12.1" Dual Scan	166MMX	32M EDO	2.0GB	$1440
12.1" Dual Scan	200MMX	32M EDO	2.0GB	$1540
12.1" Active Matrix	166MMX	32M EDO	2.0GB	$1780
12.1" Active Matrix	233MMX	64M EDO	3.0GB	$2125



NP8260

- 512K PIPELINE CACHE
- 64 BIT 3D 4MB EDO RAM
- 16MB SD RAM TO 128MB RAM
- 20X SPEED CD-ROM
- 3D SOUND
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- LITHIUM-ION BATTERY
- VIDEO-IN SUPPORTS VIDEO CAPTURE
- ZV-PORT & CARD BUS
- OPTION: MO DRIVE, ZIP, LS-120, 2ND HDD

SCREEN	INTEL CPU	RAM	HARD	PRICE
15.1" Active Matrix	166MMX	32M EDO	2.0GB	$2980
15.1" Active Matrix	200MMX	32M EDO	2.0GB	$3080
15.1" Active Matrix	166MMX	32M EDO	3.0GB	$3055
15.1" Active Matrix	233MMX	64M EDO	4.0GB	$3525

NP7200

- 16MB EDO RAM EXPANDABLE TO 128MB
- 512K PIPELINE BURST SYN CACHE
- REMOVABLE HDD 1.4GB/2.1GB/3.0GB
- 4MB VIDEO RAM (EDO)
- FULL SIZE 20X SPEED CD-ROM
- 16 BIT SOUND SYSTEM SUPPORT 3D SOUND
- 2 TYPE II OR 1 TYPE III PCMCIA SLOT
- ZOOM VIDEO PORT
- TV OUTPUT • 2 USB PORTS
- OPTION: LI-ION BATTERY

SCREEN	INTEL CPU	RAM	HARD	PRICE
13.3" XGA TFT	166MMX	32M EDO	2.0GB	$2190
13.3" XGA TFT	233MMX	32M EDO	2.0GB	$2380
14.1" XGA TFT	166MMX	32M EDO	2.0GB	$2390
14.1" XGA TFT	200MMX	32M EDO	3.0GB	$2565

PENTIUM MMX SYSTEM

- INTEL CPU W/HEAT SINK & FAN
- INTEL PCI 512K CACHE M/B
- 16MB EDO RAM
- 3.5" 1.44 FLOPPY DRIVE
- MINI TOWER CASE W/POWER SUPPLY
- DIAMOND 3D PCI SVGA W/2MB RAM
- WD 3.0GB HD
- MICROSOFT MOUSE W/PAD
- 104 KEY WIN95 ENHANCE KEYBOARD
- SMARTLINK 33.6 FAX/MODEM
- AXION 15" .28MM COLOR MONITOR
- MITSIMI IDE 16X SPEED CD-ROM
- MIC-130 MICROPHONE
- 60 WATTS STEREO SPEAKER
- S/B 16 BIT STEREO SOUND CARD

166MMX $850 / 200MMX $950 / 233MMX $1035

PENTIUM II SYSTEM

- INTEL CPU W/HEAT SINK & FAN
- INTEL PCI 512K CACHE M/B
- 32MB EDO RAM
- TEAC 3.5" 1.44 FLOPPY DRIVE
- MID TOWER ATX CASE W/POWER SUPPLY
- DIAMOND 3D PCI SVGA W/2MB RAM
- WD 4.0GB HD
- MICROSOFT MOUSE W/PAD
- 104 KEY WIN95 ENHANCE KEYBOARD
- USR 56K FAX/MODEM
- CYBER VISION 17" .27MM COLOR MONITOR
- TOSHIBA IDE 24X SPEED CD-ROM
- MIC-130 MICROPHONE
- 60 WATTS STEREO SPEAKER
- S/B 64 AWE STEREO SOUND CARD

P II 233 $1530 / P II 266 $1770 / P II 300 $1980

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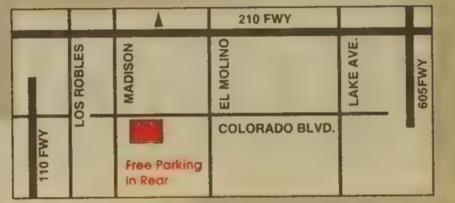

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COMPUTER NETWORK & COMMUNICATION

VANTAGE BASIC II

Pentium II 266-512 MMX	**$1473**
Pentium II 300-512 MMX	**$1658**
Pentium II 333-512 MMX	**$1854**

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case, 300W FCC / UL
- 32MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 4.3GB 9.5ms Ultra DMA Drive
- Toshiba 32X CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M7 Speaker System
- Matrox Millennium II AGP 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE POWER II

Pentium II 266-512 MMX	**$1697**
Pentium II 300-512 MMX	**$1884**
Pentium II 333-512 MMX	**$2082**

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case, 300W FCC / UL
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 6.4GB 9.5ms Ultra DMA Drive
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speaker System
- Matrox Millennium II AGP 4MB WRAM Video Card or STB Velocity 128 AGP 4MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE PLUS II

Pentium II 266-512 MMX	**$2010**
Pentium II 300-512 MMX	**$2197**
Pentium II 333-512 MMX	**$2395**

- Intel 440LX Chipset
- Single Processor Support
- Tower Case, 300W FCC / UL
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 8GB 9.5ms Ultra DMA Drive
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Gold Sound Card
- Altec Lansing ACS48 Speakers
- Matrox Millennium II 8MB WRAM Video Card or Elsa Gloria Synergy 8MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE IIS

Pentium II 266-512 MMX	**$2159**
Pentium II 300-512 MMX	**$2346**
Pentium II 333-512 MMX	**$2544**

- Intel 440LX Chipset
- Single Processor Support
- Mid Tower Case, 300W FCC / UL
- 64MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speakers
- Matrox Millennium II AGP 4MB WRAM Video Card or STB Velocity 128 AGP 4MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE IIGS

Pentium II 266-512 MMX	**$2768**
Pentium II 300-512 MMX	**$2955**
Pentium II 333-512 MMX	**$3153**

- Intel 440LX Chipset
- Single Processor Support
- Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 384MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speakers
- Elsa Gloria Synergy 8MB SGRAM Video Card or Symmetric Glyder 8MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE DUAL IIDS

Pentium II 266-512 MMX	**$2856**
Pentium II 300-512 MMX	**$3043**
Pentium II 333-512 MMX	**$3241**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Toshiba 32X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speaker System
- Matrox Millennium II AGP 4MB WRAM Video Card or STB Velocity 128 AGP 4MB SGRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE DUAL IIGS

Pentium II 266-512 MMX	**$3916**
Pentium II 300-512 MMX	**$4103**
Pentium II 333-512 MMX	**$4301**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Plextor 14/32X SCSI CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Speaker System
- Elsa Gloria L/MX 8/16MB 3D Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 x AGP Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE SERVER IIDM

Pentium II 266-512 MMX	**$6380**
Pentium II 300-512 MMX	**$6588**
Pentium II 333-512 MMX	**$6788**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Super Server Case, 2X 360W Hot Swap Power Supply
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- AMI MegaRAID Ulra Wide SCSI-2 Controller
- Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Toshiba 15X SCSI CD-ROM Drive
- Integrated Video Card
- 1 Parallel Port, 2 Serial Ports
- 7 x PCI Bus, 3 x ISA Bus Slots
- Intel i960 I$_2$O I/0 Processor
- Microsoft 104-key Natural Keyboard
- Intel EtherExpress 10/100 Network Card
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

VANTAGE SERVER IIDS

Pentium II 266-512 MMX	**$6544**
Pentium II 300-512 MMX	**$6731**
Pentium II 333-512 MMX	**$6929**

- Intel 440LX Chipset
- Dual Processor Support Single Processor Installed
- Super Server Case, 2X 400W Hot Swap Power Supply
- 256MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Mylex 960 Ultra Wide 3 Channel RAID Controller
- 3x Seagate Cheetah 4.3GB 7.5ms Ultra Wide SCSI-2
- Plextor 12/20X SCSI CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus, 1 AGP Slots
- Microsoft 104-key Natural Keyboard
- Intel EtherExpress 10/100 Network Card
- Microsoft PS/2 IntelliMouse
- One Year Full Parts & Labor Warranty

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VANTAGE ALPHA SX

Alpha SX 533MHz $1993

- 1MB Pipeline Burst Cache
- ATX Mid Tower Case, 300W FCC / UL
- 64MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 4.3GB 9.5ms Ultra DMA Drive
- Toshiba 24X CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

VANTAGE LX

Alpha LX 533MHz $3950

- 2MB Pipeline Burst Cache
- ATX Mid Tower Case, 300W FCC / UL
- 128MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI-2 Drive
- Toshiba 15X SCSI CD-ROM Drive
- Matrox Millennium II 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

VANTAGE ALPHA GLX

Alpha LX 533MHz $4575

- 2MB Pipeline Burst Cache
- ATX Mid Tower Case, 300W FCC / UL
- 256MB 10ns SDRAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4.5GB 7.5ms Ultra Wide SCSI-2 Drive
- Toshiba 15X SCSI CD-ROM Drive
- ELSA Gloria Synergy 8MB SGRAM 3D Accelerator
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

MONITORS

Nanao / Eizo

TX.C7	*17"*	*25*	*1600 x 1200*	**$795**
TX.D7S	*20"*	*25*	*1600 x 1200*	**$1690**
FX.E8	*21"*	*26*	*1600 x 1200*	**$2250**

Ilyama

V/Master Pro 17	*17"*	*25*	*1600 x 1200*	**$655**
V/Master 450	*19"*	*26*	*1600 x 1200*	**$888**

Panasonic

S70	*17"*	*27*	*1280 x 1024*	**$438**
P70	*17"*	*25*	*1600 x 1200*	**$555**

Sony

200ES	*17"*	*25*	*1280 x 1024*	**$555**
200GS	*17"*	*25*	*1280 x 1024*	**$630**
500PS	*21"*	*25*	*1600 x 1200*	**$1590**

Viewsonic

G773	*17"*	*26*	*1280x1024*	**$475**
P775	*17"*	*25*	*1280x1024*	**$555**
PT775	*17"*	*25*	*1280x1024*	**$630**
PT813	*20"*	*25*	*1600x1200*	**$1289**
P815	*21"*	*25*	*1880x1440*	**$1295**

VIDEO CARDS

Canopus

Pure3D	**$189**

Diamond

Monster 3D	**$149**
FireGL 1000 Pro	**$265**

Digital Processing Systems

Perception PVR	**$1680**
Hollywood	**CALL**

ELSA

Gloria Synergy	**$275**
Gloria L/MX	**$1295**

Matrox

Millennium II	*64-bit 4MB WRAM*	**$159**
Millennium II	*64-bit 8MB WRAM*	**$265**
Millennium II AGP		**CALL**

STB

Velocity 128 AGP	**$169**

Symmetric

Glyder Max II	**$235**
Glyder TX-16	**$1360**
Glyder MX-16	**$1295**

CD-RECORDER

Yamaha

CD-400i	**4 x 6 Internal Drive only**	**$395**
CD-400x	**4 x 6 External Drive only**	**$495**
CDW-4260T	**4 x 6 x 2 Internal Drive only**	**$495**

CD-ROMS

Plextor

12/20 Plex		**$189**
14/32 UltraPlex		**$215**

Toshiba

6102	*Twenty Four-Speed IDE*	**$79**
6202	*32-Speed*	**CALL**
6201	*32-Speed SCSI*	**CALL**

SPEAKERS

Altec Lansing

ACS-45	**$68**
ACS-48	**$129**

Yamaha

M7	**$38**
M15	**$68**

HARD DISKS-*IDE*

IBM

34330	*4.3GB*	*Ultra DMA*	*9.5ms*	**$199**
36480	*6.4GB*	*Ultra DMA*	*9.5ms*	**$279**
38400	*8GB*	*Ultra DMA*	*9.5ms*	**$365**

HARD DISKS - *ULTRA WIDE SCSI*

Quantum

XP34361	*4.1GB*	*Wide Ultra SCSI*	*7.9ms*	**$560**
XP39100	*9.3GB*	*Wide Ultra SCSI*	*7.9ms*	**$895**

Seagate *BARRACUDA*

ST34572W	*4.5GB*	*Wide Ultra SCSI*	*8ms*	**$560**
ST19171W	*9.1GB*	*Wide Ultra SCSI*	*8ms*	**$895**

Seagate *CHEETAH*

ST34501W	*4.5GB*	*Wide Ultra SCSI*	*7.5ms*	**$659**
ST19101W	*9.0GB*	*Wide Ultra SCSI*	*7.5ms*	**$1060**

HUBS/SWITCH

Acer

ALH509	*9 Port Hub 10Base-T*	**$75**
ALH308TX	*8 Port Hub 100Base-T*	**$375**

D-Link

DE-805TP	*5 Port Hub 10Base-T*	**$55**
DE-809TP	*9 Port Hub 10Base-T*	**$78**
DFE-808TX	*8 Port Hub 100Base-T*	**$375**
DES-1008	*8 Port Switch 10/100Base-T*	**$1150**

NETWORK CARDS

3Com

3C905TX	*32-bit PCI 10/100*	**$64**

Intel

EtherExpress 10/100+		**$64**

TAPE BACKUPS

Hewlett-Packard

C1536	*2-4GB SCSI DAT*	**$780**
C1599	*4/8GB SCSI DAT*	**$885**
C1554	*12/24GB SCSI DAT*	**$1250**
C5468	*6X24GB SCSI DAT*	**CALL**
C1579	*20/40GB SCSI DLT*	**CALL**

CONTROLLER CARDS

Adaptec

AHA-2910	*32-bit PCI SCSI*	**$95**
AHA-2940U	*32-bit PCI Ultra SCSI*	**$179**
AHA-2940UW	*32-bit PCI Ultra Wide SCSI*	**$199**
AHA-3940UW	*32-bit PCI WideSCSI MultiChan*	**$386**
AAA-131	*32-bit PCI Ultra Wide Raid*	**$450**
AHA-F940	*32-bit PCI Fibre*	**$698**

Emulex

LightPulse PCI	*32-bit PCI Fibre Channel Card*	**$2250**
LightPulse Hub	*32-bit PCI Fibre Channel Hub*	**CALL**

Mylex

DACPUM-1-4	*32-bit PCI Ultra Wide SCSI Raid*	**$990**
DACPUM-2-4	*32-bit PCI Ultra Wide SCSI Raid*	**$1285**
DACPUM-3-4	*32-bit PCI Ultra Wide SCSI Raid*	**$1485**

MODEMS

Ascend

Pipeline 15	**$285**

US Robotics

Sportster 33.6	**$85**
Sportster 33.6 Voice	**$99**
Sportster 56	**$129**

MOTHER BOARDS

Asus

P2L97	*Pentium II LX Motherboard*	**$169**
P2L97-S	*Pentium II LX Motherboard*	**$245**
P2L97-DS	*Dual Pentium II LX Motherboard*	**$395**

Intel

AL440LX	*Pentium II LX Motherboard*	**$189**
DK440LX	*Dual Pentium II LX Motherboard*	**$525**

Super Micro

P6SLS	*Pentium II LX Motherboard*	**$275**
P6DLS	*Dual Pentium II LX Motherboard*	**$375**

PROCESSORS

**Prices Are Subject To Change Without Notice*

Intel Pentium II MMX CPU 266MHz - Retail/Box	**$468**
Intel Pentium II MMX CPU 300MHz - Retail/Box	**$668**
Intel Pentium II MMX CPU 333MHz - Retail/Box	**$795**

MEMORY

SDRAM

32 MB	*4x64*	**$79**
64 MB	*8x64*	**$189**
128 MB	*16x64*	**$425**

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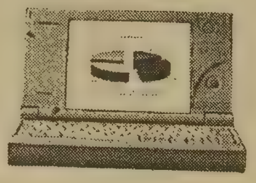

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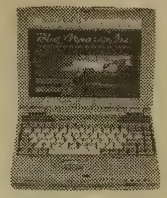

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Hitachi Mx166T • P-166 MMX • 16MB/2.1GB • 8X CD • 12.1" TFT • 33.6 F/M • 10BT • 5 Yr Warr. **$2299**

Fujitsu Lifebook 535TX • P-133 MMX • 16MB/2GB • 20X CD • 12.1" TFT • 33.6 F/M **$1699**

Daewoo Nirvana • P-166 MMX • 40MB/2.1GB • 10X CD • 12.1" TFT **$1899**

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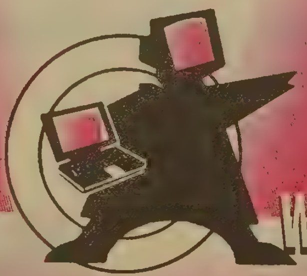

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Telecommuting *continued from page 56*

Ergonomics Is Cost Effective

A recent study of ergonomics (the scientific study of work) among private employers conducted by the US General Accounting Office found the most successful injury-elimination programs contain the same basic approaches, and relatively "low-tech" ergonomic efforts at five intensively-studied companies reduce the number of injuries due to poor ergonomics by anything from 2.4% to as much as 6.1%, thereby reducing the cost of those injuries by 35% to 91%.

That's significant, because employers spend about $60 billion per year on workers' compensation costs associated with employee injuries and illnesses. In 1995 alone, for example, there were 308,000 cases of illness due to repeated trauma—precisely the kind of injuries to which telecommuters are prone—a number representing more than 60% of all work-related illnesses recorded that year. In 1997, about 32% of all days lost from work resulted from repetitive motion or overexertion.

It's good to know that much of this lost time and injury-related expense is easily preventable through relatively simple changes in procedures, workstation arrangement, work practices, and so forth.

According to the study, aside from management's commitment to reduce problems caused by poor ergonomics, the core elements of effective programs include:

1) Employee involvement through committees or teams to do such critically important tasks as: consider potential ergonomic problems areas, receive and analyze reports of work-related injuries, generate and solicit suggestions for remedial actions.

2) Identifying problem jobs and tasks. It doesn't matter whether the organization performs detailed analyses of specific ergonomic situations, compiles injury reports with an eye open for jobs and tasks that generate the most injuries, or analyzes responses to specialized surveys from people in various job slots. This identification process works even better when it involves expert observations of people at work, physically measuring workstations, and so forth.

3) Developing "controls" to eliminate or reduce the ergonomic dangers present in the specific situation. So-called "engineering" controls (like shortening the distance a worker must reach automatically to grab something) generally work much better than "administrative" controls, since they generally eliminate that ergonomic problem. In contrast, coaching a worker to stand and walk rather than reach, training a worker to recognize ergonomic hazards, or adding rest breaks may be helpful, but may not be entirely effective.

While ergonomic problems are by no means concentrated among telecommuters, as a group those of us working from home may be at slightly greater risk of ergonomic injury. The reason is simple: in setting up and furnishing a place to work in our own home we usually pay less attention to ergonomic considerations than do the professional office designers who work on the employer's central offices.

The government study cites a specific job situation that might be typical of a telecommuter: 1) the employee talks on the telephone or works on a computer much of the day, 2) management strictly enforces the employee's production goals, and 3) there are only two or three scheduled breaks during the workday. Employees in this situation produced one of the highest rates of "muscular-skeletal disorders" of any group in the study.

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Telecommuting *continued...*

The most effective remedies for this group included larger computer monitors to reduce eye strain, and the addition of several ergonomic accessories, including a wrist pad for use with the computer keyboard, head sets for use with the telephone, ergonomic chairs, and larger work surfaces.

While the remedies were simple and inexpensive, the results were very impressive. In addition to time and money savings, the study found efforts to improve workplace ergonomics frequently improved morale, productivity, and quality of output. Some managers also reported that turnover and absenteeism were lower after the ergonomic remedies were introduced.

It also appears that efforts to improve ergonomics cannot remain static. Once the initial phase is complete and the most egregious problems have been resolved or eliminated, integrating ergonomic programs with ongoing productivity improvement and quality-control programs becomes another means of continually improving the organization's overall results.

A Tale Of One Telecommuter

I recently heard the story of a field service coordinator working for an international company in the interactive television industry. By using a fully equipped home office and specialized adaptive technology, he is able to perform all the duties of his full-time position from his own home, despite being visually impaired.

What's especially interesting about this story is that, because he is working at a distance from his employer's corporate headquarters, only one other member of the company has ever been aware of his disability.

Not only is he able to compete on a level playing field and efficiently complete all the tasks his boss hands him, but since his visual impairment hasn't become common knowledge, all the references and recommendations he might receive when he leaves the company will be completely unbiased—based strictly on his job performance and personal abilities.

A dedicated team player, this telecommuter routinely makes full use of several telephone lines and an array of modern communications technology to stay in very close touch with people working at corporate headquarters.

Although his boss originally believed that on-site supervision would be necessary to obtain top performance and productivity, that's now all in the past. At least one telecommuter has proven you can turn in a great job from a distance—regardless of the strengths and weaknesses that might come into play if you were forced to travel to the central office.

Telecommuting May Influence Demographics

You may not have thought this through, but telecommuting is likely to make significant changes in the distribution of populations

continued on page 66

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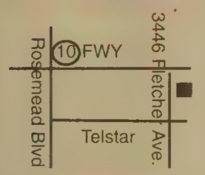

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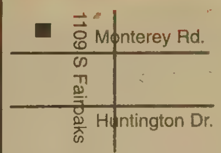

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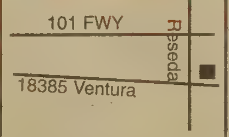

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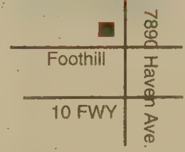

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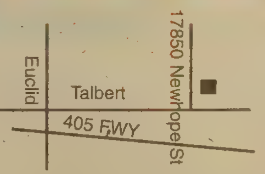

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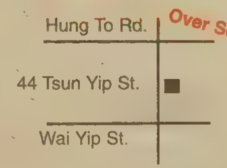

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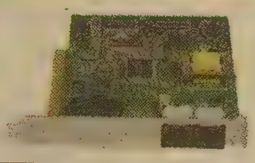

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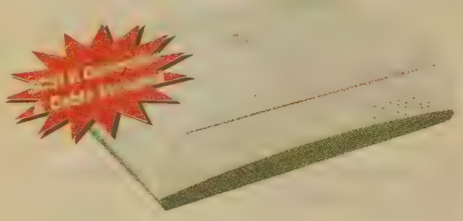

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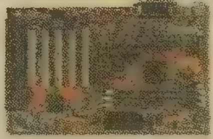

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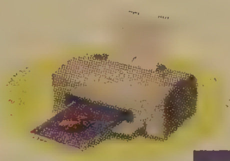

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Telecommuting *continued from page 62*

throughout cities, suburbs, and rural towns.

For most of this century, cities grew outward from the center as everyone sought newer, nicer places to live that were still within physical commuting distance of good jobs. Cities continued to reflected a broad mix of populations of all ages, socio-economic levels, and career success.

But this pattern didn't last. Beginning in the '60s and '70s, the central areas of cities began to seriously decay as the bedrock businesses that made up their tax bases left town, and as families with the means to make a choice began to follow. The result was the "hollow-core" phenomenon we see so often today in cities and larger towns.

Now with the advent and growth of telecommuting, new forces are beginning to be felt in this constantly evolving demographic dance. Telecommuting is not only changing traffic and living patterns around our cities, but it is actually accelerating growth into certain suburban and rural areas. By freeing people from the need to drive to work five days a week, it makes an extra ten or twenty miles of commuting distance less onerous and costly.

So far, there is little or no evidence that telecommuters tend to originate at, or move out to, greater distances from their jobs. But so what? This may never happen, if only because more and more employers are dispersing their jobs out to where the people they want actually live, rather than centralizing employment in expensive and decaying cities. If jobs continue to follow people out to the suburbs and rural areas, the distance for an average physical commute may actually shorten in years to come.

But the long-term impacts of the shifts due to telecommuting may nevertheless create significant, new patterns in the demographic cross-section of both cities and rural areas.

New research seems to show that telecommuting is still attracting older employees, as well as those at the higher levels of education, management, and the professions. They use the freedom telecommuting gives them—as well as their greater affluence, family emphasis on child-rearing and good schools, and reduced desire for a vigorous nightlife—to justify living farther away from central city areas. Meanwhile, younger people continue to opt for living situations much nearer to "where the action is," not only for the fun of it, but because they often have less opportunity to eliminate their physical commutes to work through telecommuting.

The result is likely to be a long-term population tidal wave of immense proportions, with older, more successful, and more family-oriented telecommuters living farther out from central cities that are dominated by younger and less affluent people.

This is not to say that all rich telecommuters will stay away from every city. But there's reason to believe we'll see fewer of them in urban centers than in suburban and rural communities. ■

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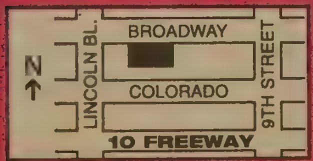

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UNIX • BY BENNETT FALK

Why UNIX Is Not Dead

The 86open Group

To fill a lull in the conversation at the dinner table last night, Margaret asked politely, "And what are you writing about this month?"

"Portability of programs among different kinds of UNIX for Intel computers," was the somewhat distracted reply.

"Oh," she said, "I thought that was something UNIX had taken care of a long time ago."

I do not recommend that you attempt to explain the many varieties of portability to your Significant Other over an otherwise quiet dinner at home with Ben Webster on the stereo playing "This Can't Be Love."

Now, however, the CD player is turned off, the dishes are in the dishwasher, and the leftovers are in the fridge. We can say a few things about portability.

A Short History Of Portability

One of the original design considerations of UNIX was that the operating system be "portable." This meant that it should be possible to run the operating system on computers of different types.

In the early days of UNIX, portability meant "source code portability." Source code portability was achieved by writing most of the operating system in a programming language (the C language) that was not processor-specific.

Moving the operating system to a new processor was a matter of installing the source code on the new machine, making the (minor, one hoped) modifications that the new environment might require and then compiling the code on the new computer.

This scheme succeeded remarkably well, and by the mid-1980s, UNIX had proliferated over a staggeringly wide range of hardware platforms.

In theory, applications (word processors, database managers, and the like) written for UNIX systems could also take advantage of source code portability.

But it was soon discovered that portability of an application is subtly different from the portability of the operating system. Inevitably each UNIX application is created on (and optimized for) not just a hardware platform, but hardware platform running a specific version of UNIX.

> **I do not recommend** that you attempt to explain the many varieties of portability to your Significant Other over an otherwise quiet dinner at home with Ben Webster on the stereo playing "This Can't Be Love."

Porting an application requires adapting it to both new hardware and a different UNIX system environment. And indeed, when application developers talk about porting, they usually mean the (sometimes arcane) process of modifying source code, as opposed to simply moving the code to a new environment.

The software companies that have successfully ported their applications to a variety of UNIX platforms have spent millions of dollars doing so, and understandably UNIX applications have not proliferated nearly as widely as the operating system itself.

Somewhere along the way, someone imagined a different kind of portability for applications: binary portability.

When an application (or any program, for that matter) is compiled, an executable file is produced containing binary instructions that make sense to the underlying hardware and operating system. In general, an executable produced under one version of UNIX will not run under other UNIX versions, even assuming that the underlying hardware is the same. The goal of binary portability is that executables created on one system will run on others as well. (Some people, preferring to reserve "portability" for the business of tinkering with source code to make it run in a new environment, call this "binary compatibility.")

Binary portability is a hot potato that UNIX vendors have juggled around for years. Years ago, AT&T published System V Application Binary Interfaces (ABIs) for three different processor architectures (SPARC, Motorola 88000 and Intel 80x86). Not to be outdone, Intel produced the Intel Binary Compatibility Standard (iBCS and iBCS2) for UNIX implementations running on Intel-based hardware.

None of these tools for creating some degree of binary compatibility has been very persuasive: in the hands of a big company, proposals about binary compatibility look an awful lot like a plot to gain strategic advantage over one's competitors. And consequently, the UNIX application development community still relies largely on source code porting to move applications to new hardware platforms and operating system versions.

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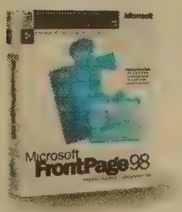

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UNIX *continued...*

Interest in binary portability for UNIX systems, however, has never been higher. On one hand, Java, with its "Write Once, Run Anywhere" campaign, has focused a lot of public attention on binary portability. At the same time, competitive pressures from Windows NT are forcing the UNIX application community to look for more efficient, less costly development procedures, and binary portability offers the prospect of bringing UNIX applications to the widest market with the least cost.

86open

In August 1997, a number of developers who have worked on the different varieties of UNIX for Intel-based computers formed an informal group to address areas of common interest across the different UNIX-on-Intel implementations. The group adopted the name "86open," and its first project is to establish binary compatibility for a wide range of UNIX systems on Intel machines.

The operating systems initially targeted by the 86open Group's project include BSDI, FreeBSD, Linux, NetBSD, SCO OpenServer, SCO UnixWare, and Sunsoft Solaris X86. This is an unusual list. It includes both commercial and freeware versions of UNIX-on-Intel, and it includes products from different parts of the UNIX family tree.

> **Interest in binary portability** for UNIX systems, however, has never been higher. Competitive pressures from Windows NT are forcing the UNIX application community to look for more efficient, less costly development procedures.

The 86open Group has also resolved to implement binary compatibility natively. This means that a binary created on any of the participating platforms can be run without modification on any other participating platform. (The alternative to native implementation is to achieve binary compatibility by "emulation." One platform is chosen as the development environment and binaries from this platform can be executed on the other platforms by a program that provides a software emulation of the development system.)

To implement binary compatibility across the participating platforms, the 86open Group will create a specification and a reference implementation for a shared library of the basic functions callable from C and C++ programs.

On most UNIX systems, these functions are

continued on page 74

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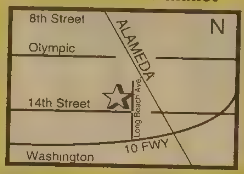

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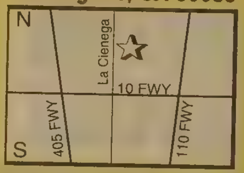

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UNIX *continued from page 70*

implemented in a C library named libc. Among the system-specific versions of libc, however, the interfaces to system services are not consistent from one UNIX implementation to another. The 86open Group's plan will provide a version of libc that hides the differences between the various operating systems, and programs built using this common library will be runnable on any other system where the library is installed.

Will this work?

No one knows for sure, but there are encouraging signs. On the technical side, there is at least one successful project (lxrun) to run Linux binaries on SCO UNIX systems using a shared library that bridges the gap between Linux specific functions and their SCO equivalents. The 86open Group's plan seems to be technically feasible.

Not Your Father's Consortium

No less important than its technical merit is what the 86open Group represents culturally.

86open is not a vendor consortium; its members represent themselves and not the companies they work for. They work on the 86open Project voluntarily. Because the group's members are software developers, they have a unique opportunity to focus on a technical solution for UNIX-on-Intel binary compatibility without the distraction of either business or marketing concerns.

In some respects, 86open resembles the Internet Engineering Task Force (IETF) which manages Internet standards, though to date, 86open has declared that it is not a standards organization. Understandably so: all too often, UNIX standards have been either strategic weapons or treaties to settle turf wars. 86open intends to pursue its work and track the Open Group's Single UNIX Specification as closely as possible.

The 86open Group is a hopeful sign that UNIX, whether it makes for good dinner conversation or not, is still alive.

If the conversation lags tonight, I'll ask Margaret about magnetic resonance imaging. ■

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RESOURCES:

86open Group
URL: *http://www.telly.org/86open*

The "lxrun" Project
URL: *http://dontask.caltech.edu/lxrun*

Intel Binary Compatibility Specification:
Intel386 Family Binary Compatibility Specification 2
Intel/McGraw Hill, 1992
ISBN 0070312192

System V Binary Compatibility
Unix System V: Binary Compatibility Specification
Prentice Hall, 1990
ISBN 013877580X.

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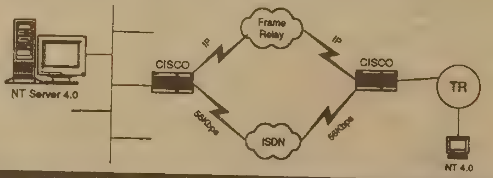

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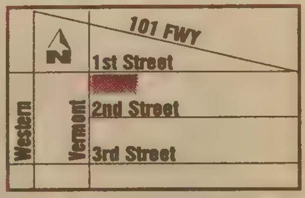

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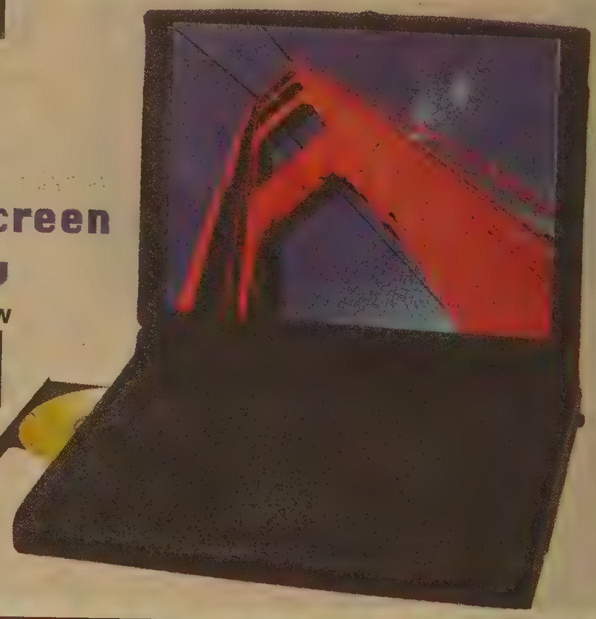

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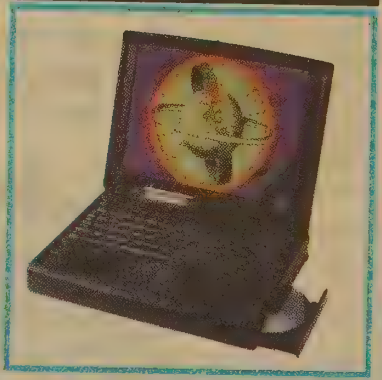

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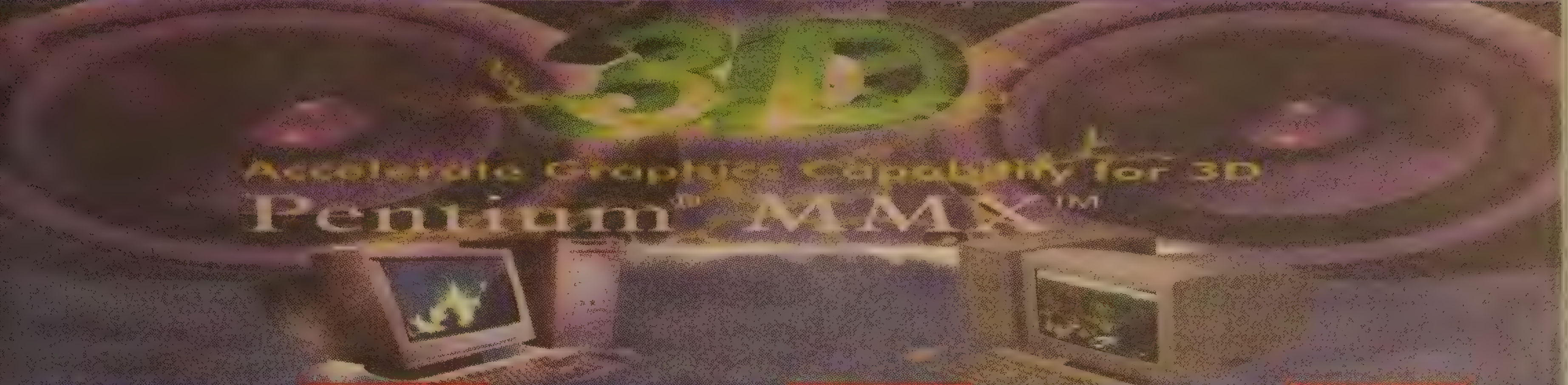
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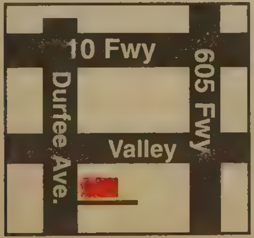

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BY ROYAL P. FARROS

The Making Of An Internet Startup—Part XVI

Venture In The Valley

We continue our elongated discussion about venture capital in the Valley with some random but important topics.

Please, Sir, May I Have Another?

As protection against investment risk—and *all* start-ups have investment risk—a VC will have you sign a rather brief (by legal contract standards) Term Sheet that's used as an outline for a more monstrous Purchase Agreement.

Make sure you know what every line in the Term Sheet means. *Every line.* You'll find a mixture of tough terms and *really* tough terms. You'll feel like saying, "Please, Sir, may I have another?"

But don't. Rather, pretend you're putting money into a business professional that you've recently met but don't really know. Pretend you've put money into other business professionals and haven't gotten a penny back. You'll soon come to the conclusion that caution, more than greed, drives the successful venture capitalist.

But why pretend? Why not actually invest some of your *own* money in your business? Doing so does two really great things: (1) Putting your "money where your mouth is" will always impress your investing partner, and (2) you'll have a greater sensitivity to terms that are tough and fair vs. tough and abusive.

Let's Talk Terms

Here's a secret: Not everything a VC *says* is standard in a Term Sheet *is* standard. Sometimes, a VC only *hopes* it becomes standard, as if saying it enough might make it so.

Knowing what is standard and what is simply *common* is critical: You can't negotiate away standard provisions; however, you have some latitude with the common ones.

Here is something that's standard but seems wacky: It's standard for the company receiving money to pay the legal fees of the investors. That means you're paying your legal fees *and* theirs. The people with the *least* amount of money pick up the tab for everyone. Go figure. But, it's *not* standard that you have to pick up their *entire* amount. Don't let a VC push you over a $10K cap. (Magically, the legal fees from our investors came in at $10,400. Amazing coincidence, huh?)

How do you know the difference between standard and merely common terms? You do your homework. You ask a lot of questions to people who know what's what. Your lawyer is a candidate here. Entrepreneurs who have been through the process are, too. If you have a great friend who is/was in the venture business, so much the better.

NOTICE I HAVEN'T SAID, "DO YOU HAVE A GREAT IDEA?" THAT'S BECAUSE EVERYONE AT THIS LEVEL IS SUPPOSED TO HAVE A BILLION-DOLLAR IDEA. YOU CAN'T EVEN START THE PROCESS WITHOUT ONE.

Don't just ask questions, but do a little reading, too. (Uhm, I guess that's what you're doing now.)

There are some great "How To" books out there that cover this topic, like *Engineering Your Start-Up* by Michael Baird. The great part about references like this is they will teach you *the language* of venture financing, the first step to understanding the venture world.

After talking to enough people, you'll learn about "antidilution" protection and why it's considered standard in a Term Sheet. You'll also find out about "participating preferences" and why, even though VCs will tell you they're standard operating procedure, they aren't.

How Much Is That Doggie In The Window?

What's your company worth? Finally, the $64 question. The answer: "It depends."

Do you have a successful track record? You get big bonus points for this. Have you assembled an experienced team? More bonus points. Have you eliminated technical risk (i.e., do you have a product)? Add more points. Have you eliminated marketing and sales risks (i.e., do you have product reviews, a brand-name, customers, and all-important revenues)? Add potentially lots more points.

If you're in a "hot" area—for example, everyone's jumping on the e-commerce bandwagon today—you'll see even more dollar signs in a VC's eyes. (You won't find too many VCs in Silicon Valley investing in packing materials. . . or desktop word processors.)

Notice I haven't said, "Do you have a great idea?" That's because everyone at this level is supposed to have a billion-dollar idea. You can't even start the process without one.

How does all of this translate into a cold, hard number? Before I throw out some ranges, one last disclaimer: Every period in venture history is different. Valuations today are multiples higher than they were just a few years back. Valuations a few years from now might be a few multiples lower.

continued on page 226

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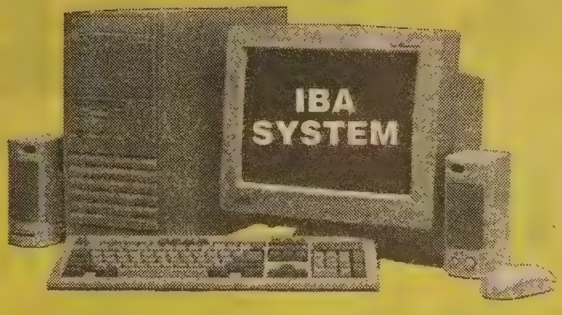

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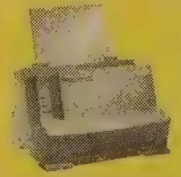

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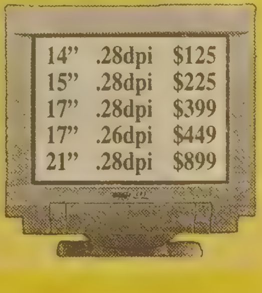

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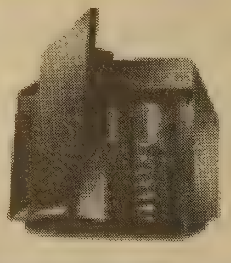

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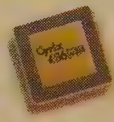

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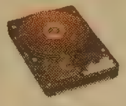

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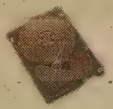

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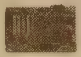

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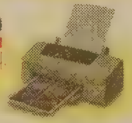

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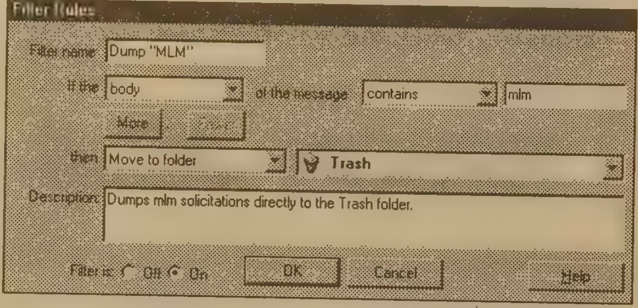
SMALL OFFICE/HOME OFFICE • BY BIRRELL WALSH

May I Have This Dance?

Creating Temporary Federations, Task Forces, And Joint Ventures With Other Small Businesses

One moment you don't know them; the next moment you are in a major project with them. This is the sort of short-term, project-based operation we are all suddenly involved in these days. Originally only large businesses created such joint ventures. Now everyone is doing it. How can we learn to dance, so we can handle changing partners with some grace?

We might have a convention to produce. We hire a company to handle setting up the booths. We rent a building where the convention can happen. We enter a joint venture with Evelyn, who provides trained staff for events like this. We call Joe, to whom we owe a favor, and he signs on as the caterer.



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This is the future of small business:
We will be many, many small businesses making temporary federations and then dissolving them. We will need to find compatible organizations quickly, to integrate with them for a project smoothly, and then to part with them graciously.

Our client wants to be in touch all the time, to see how the convention is coming along. So does their PR firm.

This is how the future of small business will be, it seems to me. We will be many, many small businesses making temporary federations and then dissolving them. We will need quickly to find compatible organizations, smoothly to integrate with them for a project, and then graciously to part with them. Each of these processes calls for software tools.

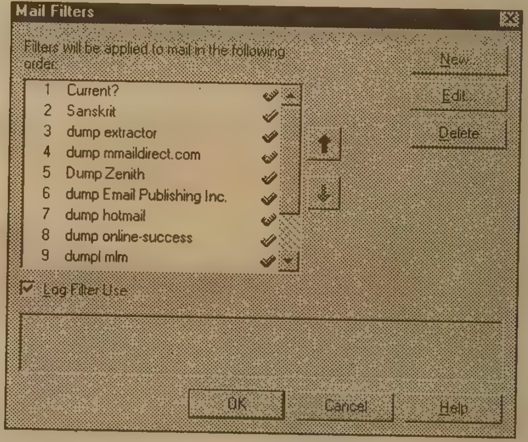
There might be one or two large corporations in this mix, and a dozen small businesses. Legally we may be joint-venture partners, clients, independent contractors, even temporary employees. Yet for a while we all have to act as if we were one company. How do we create the communications infrastructure that will let us work together?

This month's column is a discussion of some of the tools now available from just two companies—Quarterdeck and Netscape—and an invitation to other providers to tell us about more.

Finding Partners

Problem: To a large extent we choose to work with people we know. We call Evelyn or Joe because we have worked with them before, and we know how they perform.

But what if we need to find a partner in Delhi? We want someone who is technically savvy and who does translations into the languages of India. Where do we turn? If we know somebody in Delhi, we might call and ask them. If we know somebody from North India, we might ask them. But if we don't, we are likely to turn to the Web. We need a tool that will take our criteria and search the Web for us.



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1 Current? ✓
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4 dump mmaildirect.com ✓
5 Dump Zenith ✓
6 dump Email Publishing Inc. ✓
7 dump hotmail ✓
8 dump online-success ✓
9 dumpl mlm ✓
☑ Log Filter Use

Sample Solution: My current favorite in this category is WebCompass, from Quarterdeck. It was reviewed in issue 166 of *MicroTimes*, an article to visit if you are looking for a Web-search tool. That's *http://www.microtimes.com/166/soho.html*.

WebCompass takes any criteria that you may give it and goes out on the Web by itself. It sends

continued on page 100

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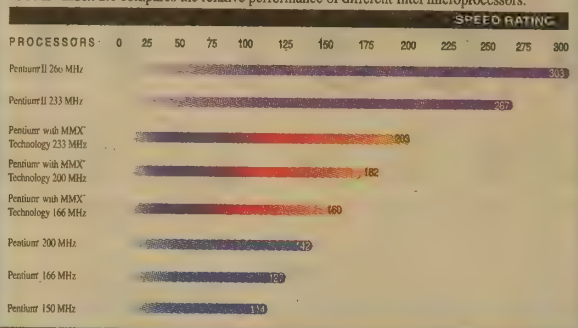
iCOMP® Index 2.0

iCOMP® Index 2.0 compares the relative performance of different Intel microprocessors.



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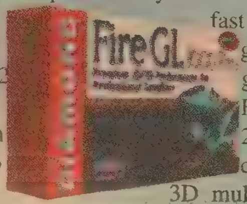
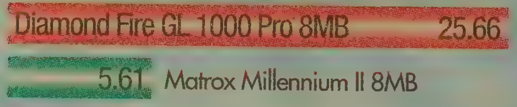
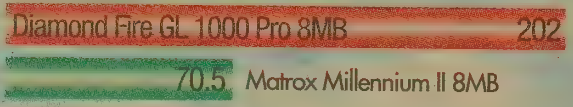


Blending business productivity with creative expression was never this fast or easy. Based on the next generation 3Dlabs' PERMEDIA® 2 graphics chipset, the new Fire GL 1000 Pro offers premium 2D/3D performance to conquer seriously power-hungry 3D multimedia presentations, complex CAD/CAM models, and sophisticated web graphics.

3D OpenGL Benchmark



3D WinBench 97*



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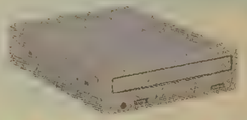

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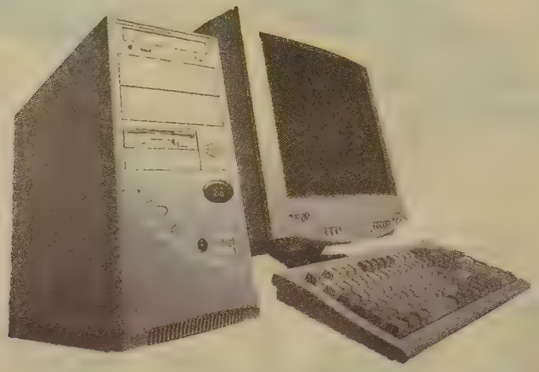

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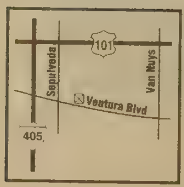

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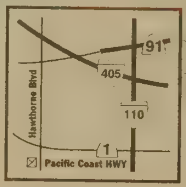

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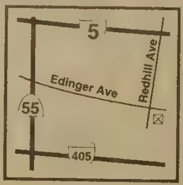

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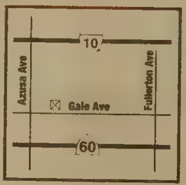

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*_**2.0GB**_ Enhanced IDE Hard Drive
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*_**15"**_ 1280x1024 .28 NI SVGA Monitor
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*30+ Popular Bundled CD Titles
*_**33,600 Fax Modem**_
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*104-Key _**Win95' Keyboard**_
*Hi-Resolution Mouse
*Mid Tower Case, 7 Drive Bays
*Microsoft Windows 95'

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$ 949
Pentium®200 MMX
$1029
Pentium®233 MMX
$1129

PowerMedia

*_**512K Pipeline Burst**_ Cache
*_**32MB Hi-Performance EDO**_ RAM
*1.44MB Floppy Drive
*_**4.0GB**_ Enhanced IDE Hard Drive
*Diamond _**Stealth 3D**_ 2MB EDO RAM
3D Graphics, MPEG Video Playback
*17" _**MAG / Princeton**_ .28 NI SVGA Monitor
1280x1024, Win95 Plug & Play
*_**24X**_ EIDE CD-ROM Drive
*_**Sound Blaster AWE64 PnP**_ Sound Card
*200 Watts Stereo Speakers
*30+ Popular Bundled CD Titles
*_**56K Voice Fax Modem**_
*High Speed Serial / Parallel Port
*104-Key _**Win95' Keyboard**_
*Hi-Resolution Mouse
*Mid Tower Case, 7 Drive Bays
*Microsoft Windows 95'

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$1299
Pentium®200 MMX
$1379
Pentium®233 MMX
$1479

K6 PowerMedia

*_**512K Pipeline Burst**_ Cache
*_**32MB Hi-Performance EDO**_ RAM
*1.44MB Floppy Drive
*_**4.0GB**_ Enhanced IDE Hard Drive
*Diamond _**Stealth 3D**_ 4MB EDO RAM
*17" _**MAG / Princeton**_ .28 NI SVGA Monitor
1280x1024, Win95 Plug & Play
*_**24X**_ EIDE CD-ROM Drive
*_**Sound Blaster AWE64 PnP**_ Sound Card
*200 Watts Stereo Speakers
*30+ Popular Bundled CD Titles
*_**56K Voice Fax Modem**_
*High Speed Serial / Parallel Port
*104-Key _**Win95' Keyboard**_
*Hi-Resolution Mouse
*Mid Tower Case, 7 Drive Bays
*Microsoft Windows 95'

AMD K6 MMX PROCESSOR

K6-166 MMX
$1299
K6-200 MMX
$1379
K6-233 MMX
$1449

MegaMedia

*Intel 430TX / 440LX AGP Chipset
*_**512K Pipeline Burst**_ Cache
*_**32MB Hi-Performance SDRAM**_
*1.44MB Floppy Drive
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*Diamond _**Stealth 3D**_ 4MB EDO RAM
*_**17" MAG DJ-700**_ .26 1280x1024 Monitor
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*_**Sound Blaster AWE64 PnP**_ Sound Card
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*104-Key _**Win95' Keyboard**_
*Hi-Resolution Mouse
*Mid Tower Case, 6 Drive Bays
*Microsoft Windows 95'

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Pentium®233 MMX
$1699
Pentium®II 233
$1849

Pentium®II 266
$2049
Pentium®II 300
$2299
Pentium®II 333
$2499

ThunderMedia

*Intel 430TX / 440LX AGP Chipset
*_**512K Pipeline Burst**_ Cache
*_**32MB Hi-Performance SDRAM**_
*1.44MB Floppy Drive
*_**100MB IDE ZIP Drive**_
*_**8.4GB Ultra ATA**_ Hard Drive
*Diamond _**Stealth 3D 4MB**_ EDO RAM
*_**17" MAG DJ-700**_ .26 1280x1024 Monitor
On-Screen Display Control, Win95 Plug & Play
*_**32X**_ EIDE CD-ROM Drive
*_**Sound Blaster AWE64 PnP**_ Sound Card
*_**Super Woofer & Satellite**_ Speaker Systems
*30+ Popular Bundled CD Titles
*_**US Robotics 56K**_ Fax Modem
*High Speed Serial / Parallel Port
*104-Key _**Win95' Keyboard**_
*Hi-Resolution Mouse
*Full Tower Case, 10 Drive Bays
*Microsoft Windows 95'

Pentium®200 MMX
$1799
Pentium®233 MMX
$1899
Pentium®II 233
$2049

Pentium®II 266
$2249
Pentium®II 300
$2499
Pentium®II 333
$2699

SuperMedia

*Intel 440LX AGP Chipset
*_**64MB Hi-Performance SDRAM**_
*1.44MB Floppy Drive
*_**4.2 GB Ultra Wide (40MB/Sec) SCSI**_ Hard Drive
*_**Adaptec 2940 UltraWide**_ SCSI Controller
*_**Diamond Fire GL Pro 1000 8MB AGP**_
*_**19" MAG DJ-800**_ .26 1600x1200 Monitor
On-Screen Display Control, Win95 Plug & Play
*_**32X**_ EIDE CD-ROM Drive
*_**Sound Blaster AWE64 PnP**_ Sound Card
*_**Super Woofer & Satellite**_ Speaker Systems
*30+ Popular Bundled CD Titles
*_**US Robotics 56K**_ Fax Modem
*High Speed Serial / Parallel Port
*104-Key _**Win95' Keyboard**_
*Hi-Resolution Mouse
*Full Tower Case, 10 Drive Bays
*Microsoft Windows 95'

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Pentium® II 300
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Pentium® II 333
$3199

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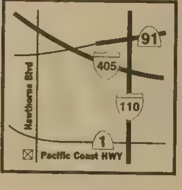
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405
Hawthorne Blvd
110
1
Pacific Coast HWY

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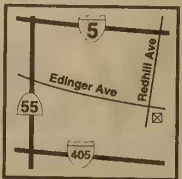
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Redhill Ave
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405

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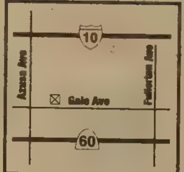
10
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- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
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- Hi-Speed Serial / Parallel Port
- NiMH Battery & Carrying Case
- Microsoft Windows 95'

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Pentium®200 MMX	**$1699**
Pentium®233 MMX	**$1799**

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- 12.1" Active Matrix 800x600 Screen
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- 32MB Hi-Performance EDO RAM
- PCI MPEG Video 2MB EDO RAM
- 2.1GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 20X CD-ROM Drive
- 3D Full-Duplex Surround Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- NiMH Battery & Carrying Case
- Microsoft Windows 95'

Pentium®166 MMX	**$2099**
Pentium®200 MMX	**$2199**
Pentium®233 MMX	**$2299**

ThunderBook

- 14.2" Active Matrix XGA 1024x768
- 512K Pipeline Burst Cache
- 64MB Hi-Performance EDO RAM
- PCI 64-bit MPEG Video 2MB EDO RAM
- 3.0GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 20X CD-ROM Drive
- 3D Full-Duplex Surround Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- Lithon-Ion Battery
- Microsoft Windows 95'

Pentium®166 MMX	**$2999**
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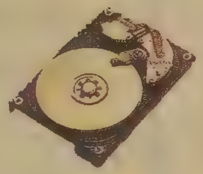
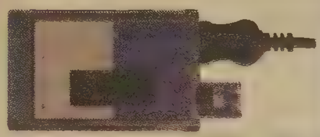
16MB-32MB	**$ 79.99**
32MB-64MB	**$199.99**

Hard Drive Upgrade



1.4GB-2.1GB	**$ 99.99**
2.1GB-3.0GB	**$199.99**

PCMCIA Modem



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56K Fax Modem	**$179.99**
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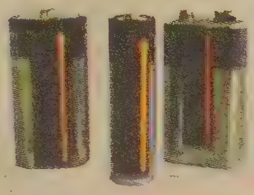
Battery Option



NiMH	**$109.99**
Lithon-Ion	**$199.99**

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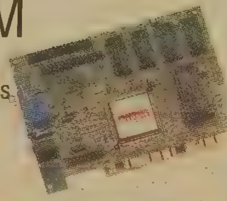
4MB EDO RAM



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- MPEG Playback Video

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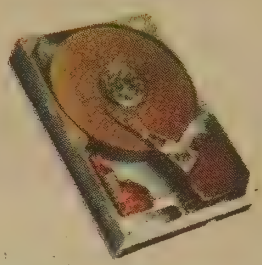
2.6GB

Ultra ATA



- 10ms Access Time
- 256K Buffer
- 33MB/Sec Ultra DMA
- 5400 RPM
- 3 Year mfg. Warranty

$149.99

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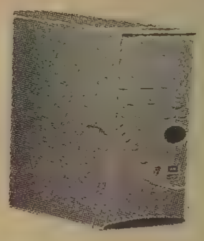
Mini Tower Case

w/230W



$22.99

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MMX intel inside pentium PROCESSOR

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6x86 P-200MX+ CPU 512K Pipeline Burst Cache Ball Bearing CPU Fan

Cyrix 6x86 MX™ PROCESSOR

$179.99

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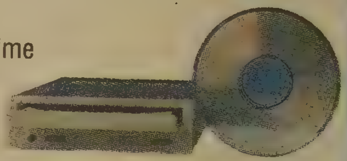
24X CD-ROM

- 120ms Access Time
- 128K Buffer
- 3.6MB/Sec Transfer



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- 86Hz @ 1024x768
- On-Screen Display, PnP
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- 1 Year On-Site Replacement

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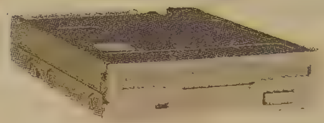
zip™ 100 IDE

Internal IDE

iomega.



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- Internal V.34
- Rockwell Chipset

K56 FLEX · CONNECT Rockwell

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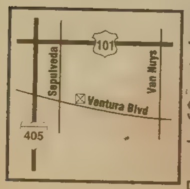

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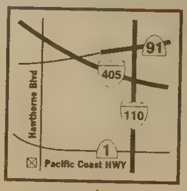

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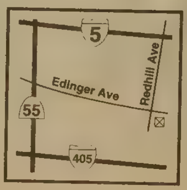

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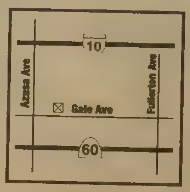

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$69⁹⁹

16 MB Memory
4x32 EDO
or
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8 MB Memory
2x32 EDO
or
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4 MB Memory
1x32 EDO
or
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$12⁹⁹

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Synchronous Dynamic RAM

2X64 (16MB DIMM)	$ 39⁹⁹
4X64 (32MB DIMM)	$ 69⁹⁹
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16X64 (128MB DIMM)	$429⁹⁹

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pentium® II

Pentium II 400	$1199⁹⁹	Pentium Pro 200	$529⁹⁹
Pentium II 350	$999⁹⁹	Pentium Pro 180	$249⁹⁹
Pentium II 333	$899⁹⁹	Pentium 233 MMX	$299⁹⁹
Pentium II 300	$699⁹⁹	Pentium 200 MMX	$199⁹⁹
Pentium II 266	$479⁹⁹	Pentium 166 MMX	$129⁹⁹
Pentium II 233	$299⁹⁹		

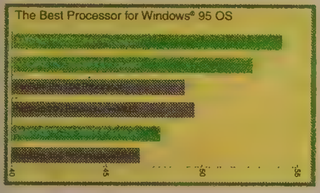
Intel CPU Prices Effective 2/2/98

AMD K6 MMX PROCESSOR / Cyrix 6x86MX PROCESSOR

AMD K6-233	$ 219⁹⁹	6x86MX P233+	$ 199⁹⁹
AMD K6-200	$ 179⁹⁹	6x86MX P200+	$ 119⁹⁹
AMD K6-166	$ 129⁹⁹	6x86MX P166+	$ 99⁹⁹
AMD K5-166	$ 99⁹⁹	6x86 P166+	$ 79⁹⁹

AMD K6 MMX PROCESSOR

AMD K6 Processor
Intel Triton TX Motherboard
512K Pipeline Burst Cache



K6-166	MMX	$209⁹⁹
K6-200	MMX	$259⁹⁹
K6-233	MMX	$299⁹⁹

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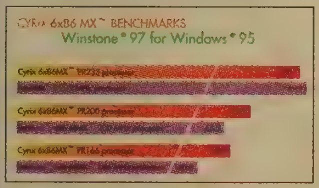
Cyrix 6x86MX™ PROCESSOR

6x86MX Processor
Intel Triton TX Motherboard
512K Pipeline Burst Cache



6x86MX-166	$179⁹⁹
6x86MX-200	$199⁹⁹
6x86MX-233	$279⁹⁹

pentium®

Intel Pentium® MMX Processor
Intel Triton TX Motherboard
512K Pipeline Burst Cache

Pentium® 166 MMX	$209⁹⁹
Pentium® 200 MMX	$279⁹⁹
Pentium® 233 MMX	$379⁹⁹

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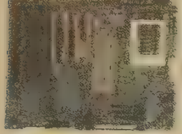


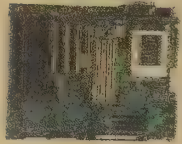
intel

Atlanta

- New 440LX AGP chipset
- Pentium II, ATX Form factor
- 3x168-Pin DIMM
- 4xPCI / 2xISA / AGP Slots
- On Board Crystal Sound Card

	233	266	300
intel	$529	$709	$929
	333	350	400
	$1129	N/A	N/A

$239.99



intel

Dakota

- New 440LX AGP chipset
- Dual Pentium II, ATX factor
- 4x168-Pin DIMM
- 4xPCI / 2xISA / AGP Slots
- On Board Adaptec Ultra Wide SCSI
- On Board 10/100 Network Card

	233	266	300
intel	$889	$1069	$1289
	333	300x2	333x2
	$1489	$1979	$2179

$599.99

intel

Lonetree

512K Pipeline Burst Cache

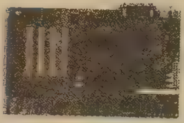
- Intel Triton 430TX, 75-233 MHZ
- ATX Form Factor
- 2x168-Pin DIMM
- 4xPCI / 3XISA Slots
- Dual Ultra DMA & Hi-speed I/O

	166MMX	200MMX	233MMX
intel	$289	$359	$459

$169.99

ASUS

P2L97



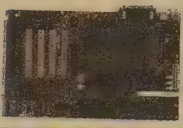
- Pentium II 233-333 MHz
- New Intel 440LX AGP Chipset
- 3x168-Pin DIMM, SDRAM, EDO, ECC
- 5xPCI / 2x ISA / AGP slots
- Ultra DMA / 33, ATX Form Factor

	233	266	300
intel	$469	$649	$869
	333	350	400
	$1069	N/A	N/A

$179.99

ASUS

P2L97-S



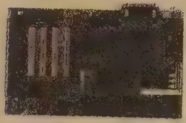
- Pentium II 233-333 MHz
- New Intel 440LX AGP Chipset
- 3x168-Pin DIMM, SDRAM, EDO, ECC
- 5xPCI / 2x ISA / AGP slots
- Ultra DMA / 33, ATX Form Factor
- Adaptec 2940 Ultra Wide SCSI

	233	266	300
intel	$559	$739	$959
	333	350	400
	$1159	N/A	N/A

$269.99

ASUS

P2L97-DS



- Dual Pentium II 233-333 MHz
- New Intel 440LX AGP Chipset
- 4x168-Pin DIMM, SDRAM, EDO, ECC
- 4xPCI / 2xISA / AGP slots
- Ultra DMA / 33, ATX Form Factor
- Adaptec 2940 Ultra Wide SCSI

	233	266	300
intel	$719	$899	$1119
	333	300x2	333x2
	$1319	$1809	$2209

$429.99

ASUS

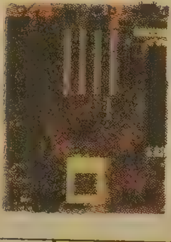
TX97-E

512K Pipeline Burst Cache

- Intel Triton TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 2x168-Pin & 4x72-Pin SIMM
- 3xISA & 4xPCI / 1x Media Bus
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $259	200MMX $329	233MMX $429
AMD K6	K6-166 $259	K6-200 $309	K6-233 $349
6x86	166MX $229	200MX $249	233MX $429

$139.99



ASUS

TX97

512K Pipeline Burst Cache

- Intel Triton 430TX Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 3x168-Pin SDRAM DIMM, 128MB Max
- 4xPCI / 4xISA / IxMediaBus
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $259	200MMX $329	233MMX $429
AMD K6	K6-166 $259	K6-200 $309	K6-233 $349
6x86	166MX $229	200MX $249	233MX $329

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1MB Cache

PA-2007

1MB Pipeline Burst Cache

- VIA Apolo Chipset, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 2x168-Pin & 4x72-Pin SIMM
- 3xISA / 4xPCI Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $249	200MMX $319	233MMX $419
AMD K6	K6-166 $249	K6-200 $299	K6-233 $339
6x86	166MX $219	200MX $239	233MX $319

$129.99

Iwill

P55XUW

512K Pipeline Burst Cache

- Intel Triton TX, ATX Form Factor
- Pentium, MMX, 6x86, M2, AMD K5, K6
- Adaptec Ultra Wide SCSI
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 5xPCI / 3xISA Slots

intel	166MMX [illegible]	200MMX [illegible]	233MMX [illegible]
AMD K6	K6-166 [illegible]	K6-200 $419	K6-233 [illegible]
6x86	166MX [illegible]	200MX [illegible]	233MX [illegible]

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P55XB2

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5 & K6
- 2x168-Pin DIMM, 4x72-Pin SIMM
- 5xPCI / 3xISA Slots

intel	166MMX $239	200MMX $309	233MMX $409
AMD K6	K6-166 $239	K6-200 $289	K6-233 $329
6x86	166MX $209	200MX $229	233MX $309

$119.99

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- Pentium II 233-333MHz +
- Adaptec Ultra Wide SCSI
- Adaptec RaidBus Ready
- 4x168-Pin DIMM, 1024MB Max
- 4xPCI / 3xISA / AGP Slots

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intel	$589	$769	$989
	333	350	400
	$1189	N/A	N/A

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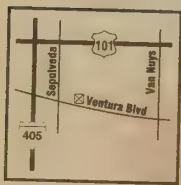

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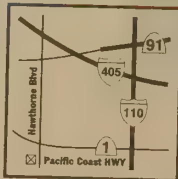

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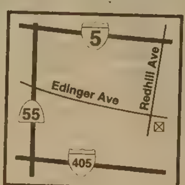

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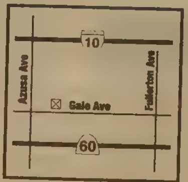

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P5MMA98

512K Pipeline Burst Cache

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- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM & 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $259	200MMX $329	233MMX $429
AMD K6	K6-166 $259	K6-200 $309	K6-233 $349
6x86	166MX $229	200MX $249	233MX $329

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$139.99

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SUPER MICRO COMPUTER INC.

P5MMS98

512K Pipeline Burst Cache

- Intel Triton 430TX, 75-233MHz
- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM & 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $249	200MMX $319	233MMX $419
AMD K6	K6-166 $249	K6-200 $269	K6-233 [illegible]
6x86	166MX $219	200MX $239	233MX $319

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- 4x 168-Pin DIMM
- 4x PCI / 3xISA / AGP Slots

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	333 $1079	350 N/A	400 N/A

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- Pentium, MMX, 6x86, AMD K5, K6
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- 4xPCI / 4xISA Slot

intel	166MMX $229	200MMX $299	233MMX $399
AMD K6	K6-166 $229	K6-200 $279	K6-233 $319
6x86	166MX $199	200MX $219	233MX $299

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512K Pipeline Burst Cache

- Intel Triton TX, 75-233MHz
- Pentium, MMX, 6x86, AMD K5, K6
- 6x72-Pin SIMM, 2x168-Pin DIMM
- 5xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $249	200MMX $319	233MMX $419
AMD K6	K6-166 $249	K6-200 $299	K6-233 $339
6x86	166MX $219	200MX $239	233MX $319

$129.99

TYAN COMPUTER

Titan Turbo AT-2

512K Pipeline Burst Cache

- Intel Triton TX, 75-233MHz
- Pentium, MMX, 6x86, AMD K5, K6
- 8x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI / 4xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $239	200MMX $309	233MMX $409
AMD K6	K6-166 $239	K6-200 $289	K6-233 $329
6x86	166MX $209	200MX $229	233MX $309

$119.99

TYAN COMPUTER

Tiger LX

- Pentium II 233-333MHz +
- New Intel 440LX AGP chipset
- 4x168-Pin DIMM
- 5xPCI / 2xISA / AGP slots
- AGP, SDRAM, Ultra DMA Support

intel	233 $489	266 $669	300 $889
	333 $1089	350 N/A	400 N/A

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AMD K6	K6-166 $309	K6-200 $359	K6-233 $399
6x86	166MX $279	200MX $299	233MX $379

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- Pentium, MMX, 6x86, M2, AMD K5 & K6
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $209	200MMX $279	233MMX $379
AMD K6	K6-166 $209	K6-200 $259	K6-233 $299
6x86	166MX $179	200MX $199	233MX $279

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- Pentium, MMX, 6x86, M2, AMD K5, K6
- 4x72-Pin SIMM, 1x168-Pin DIMM
- 3xPCI / 3xISA Slots
- Dual Ultra33 EIDE & Hi-Speed I/O

intel	166MMX $189	200MMX [illegible]	233MMX $359
AMD K6	K6-166 $189	K6-200 [illegible]	K6-233 $279
6x86	166MX $159	200MX $179	233MX $259

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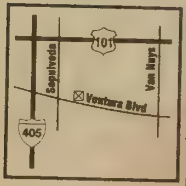

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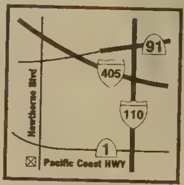

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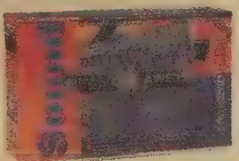

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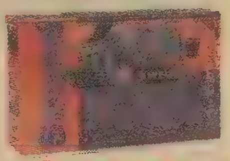

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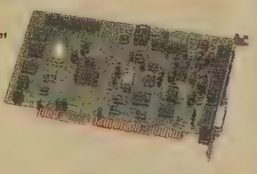

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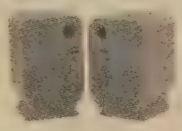

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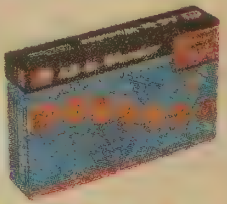

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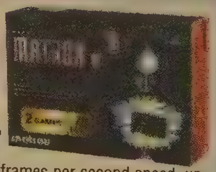

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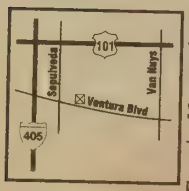

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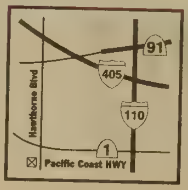

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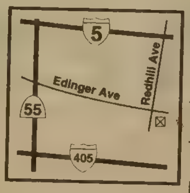

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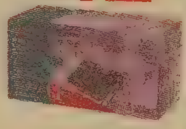

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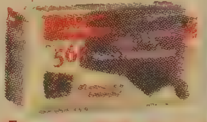

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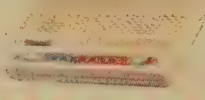

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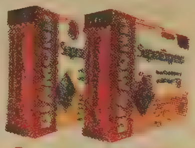

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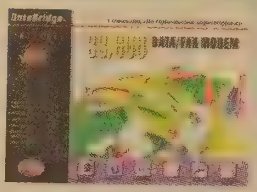

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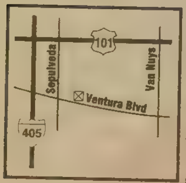

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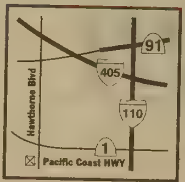

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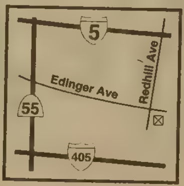

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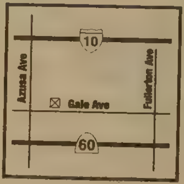

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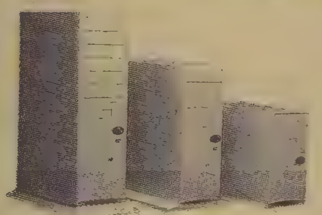

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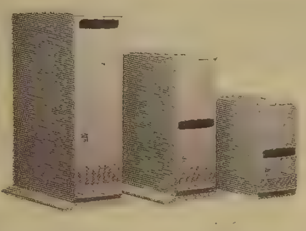

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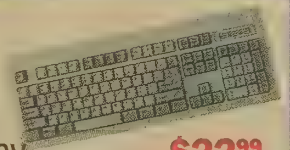

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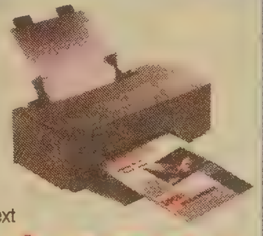

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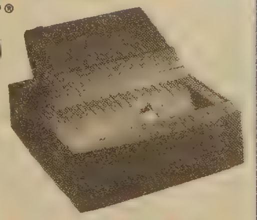

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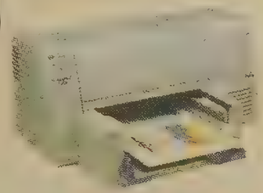

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Small Office/Home Office

continued from page 82

requests on your behalf to dozens of search engines, and returns with the addresses of all pages which may match your needs. Then it takes a deep breath, and sends for the pages themselves. It summarizes each page with a pretty-good artificial intelligence program. Then it does its best to rank the pages by their degree of match to your needs. It will also repeat the search and update it automatically on any calendar you want.

> **A major problem in any email system is the unsolicited message.**
> ***My favorite filter, so far, is "If the contains any hint of being spam, then move the message to the Trash."***

Products Needed: We need even better Web-search tools, of course. Quarterdeck is planning a new release of WebCompass in the spring. But we also need services. We need matchmakers who will connect small companies who are looking for partners. We need directories of those services. And we very much need evaluators. *Consumer Reports* has made its reputation by even-handedly evaluating all kinds of consumer products. We need online services that evaluate potential short-term partners.

Integration

Problem: When you have joined with another small business, you need a way to integrate your operations. You need to be able to route messages, exchange documents, "sympathize your watches," and arrange online meetings.

Sample Solution: One of the main problems in any collaborative project is the routing of email. It's not so bad when you have just a few things going on, but when there are dozens of people at work and each is sending out messages, you need a way to sort them.

Did you know you can build filters to pre-read your email and sort it? I use Netscape Navigator in its fourth version, a part of the Communicator. Under the "file" menu of Netscape mail it has "mail filters." This is a gateway to considerable power in pre-reading your mail, and getting (some) control over message traffic.

When you open up the "mail filters" item, you are invited to create a new filter. The process is pretty much self-explanatory. You are asked to name the filter. Then you are asked to create a rule. The form is, "If the W of the message X's Y, then do Z." The W's can be sender, subject, body, date, priority, and recipients. The verb (X) can be "contains," "doesn't contain," "is," "isn't," "begins with" or "ends with." What it looks for (Y) can be any text. And the possible actions include moving to a certain folder, changing the priority, marking the message as read, watching the thread, ignoring the thread, or just deleting the message.

A major problem in any email system is the unsolicited message. My favorite filter, so far, is "If the contains any hint of being spam, then move the message to the Trash." Every time I get a new message that might be spam, I now read it with enthusiasm, looking for clues. Does it say "mlm" (for Multi-Level Marketing)? Off to the recycler! Does it come from known spam-sites? Shred it! I have created filters to fling any message that contain six different clues to spam-hood.

This same kind of filtering is ideal for sorting project mail. You can get everyone to agree that the subject line of each message will say what part of the project it relates to. Then you can build filters that automatically presort the mail into mail-folders that deal with different aspects of the task force. Filters can also assign priorities to mail.

Finally, the Netscape filtering system can serve as a hunting dog on the Usenet. There are valuable pieces of information on the news, but who has time to read them all? The same is true of mailing lists. You can have filters survey threads in a mailing list or Usenet. If the filters find a keyword you are interested in, they can mark the thread to be watched and move the message to a "possibly interesting" folder.

You can have more than one criterion in a filter. One interesting use is code-marking. This is of great help when email communications are not secure. You can create an agreement with a correspondent by which any real message will have (say) the word "the" in the subject and the word "isn't" in the body. Both of these are common in messages and will draw little attention. You can then send dozens of messages, most of which have false information. But only if both code-marks are present will your filter catch the message and send it off to a special "real message" folder. All other messages from that sender can just as automatically be placed in a "spurious message" folder. An outsider will be able to watch the messages go by, and even read them, but will not know which ones are genuine.

While writing this column I spoke to Tawana Clark, the PR person at Quarterdeck; she suggested another solution for managing project communications: Procomm Plus 32. Ordinarily I put software through its paces before recommending it, but the deadline looms. I will just tell you what Procomm is supposed to do. It is apparently a truly complete communications package. It contains an email system, a browser (they use Microsoft's Internet Explorer), a fax system, optical character recognition for those faxes, a terminal emulator for thirty-six different terminal protocols, FTP for tranferring files, Telnet, a Remote Control system to operate a distant computer from your own—and a scripting language that is capable of starting and running other Windows and NT applications as well as controlling all the features of Procomm. With this program you could design a fully customized communication system. Then, after your joint venture used it, you could sell the design to others.

Can Procomm really deliver all this? If it were any other program, I would doubt the claim—but Procomm has more than ten years of being a top-of-the-line communications package. I

continued on page 104

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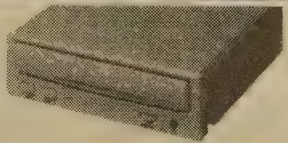

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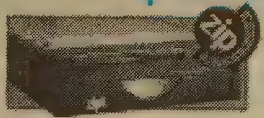

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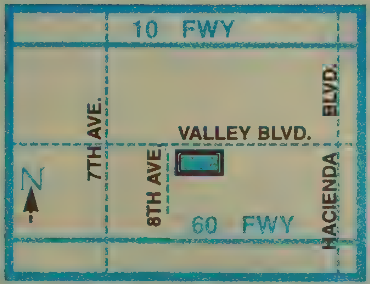

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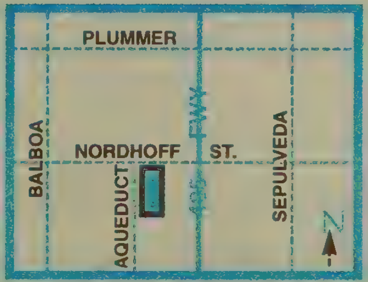

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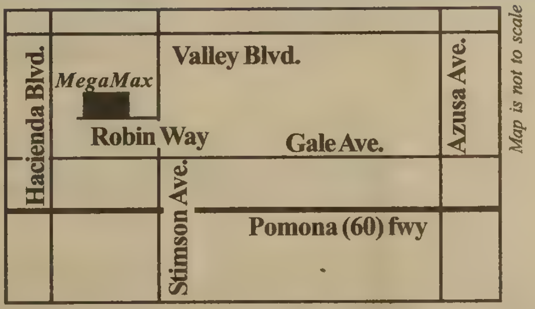

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Small Office/Home Office

continued from page 100

can say the fax system works—I opened that and tried it right away. And the price for all this? $149. That is a remarkable deal.

Products Needed: The whole field of building inter-company integration tools is wide open. We need someone to do for small-business task forces what Lotus Notes has done for the very large corporation. Tools are needed that will automatically schedule online meetings, that will watch information services and act for the group if certain criteria are met, and that will distribute information among the members. If someone could guarantee privacy to users, they could make a fortune just helping small companies to integrate with each other temporarily. We need ways to create "courtyards" that can be shared among temporary alliance partners, while their private company data is behind impermeable firewalls. And we need all this to be both cheap and trustworthy.

Authentication And Payment

Problem: If you make a short-term alliance with a company far away, you need to be able to authenticate them. You need to know that they are really who they say they are. There are unsavory software companies proudly announcing they can forge the sender names on messages.

You also need to know that you will be paid.

Sample Solution: There is one cheap and simple way to get a great deal of privacy. You can broadcast information to your business-partners on a Web site whose name and URL change daily. If the only people who know the URL are people who should visit it, you have relatively private communications.

If you want to be a little more professional, visit the Web pages Netscape maintains to explain its security system. You can use a system of "certificates" with other users that will give you some assurance you are exchanging email with the person you think you are.

Certificates are issued by private companies, so you will only trust a certificate if you trust its issuer. Prices vary for a certificate, and so do the conditions to obtain one. But when you do obtain a certificate, you can send a copy of it to those with whom you wish to correspond securely. Thereafter, when they receive mail from you, their copy of Netscape Navigator will say, "Hey, this certificate is just like the one Joe sent you earlier."

It will also make possible encryption. The certificate they have sent you contains their "public key," a cryptographer's term for a special code. That code will allow your copy of Navigator to encrypt the message in a way only they can decrypt. While not absolutely foolproof, certificate-based encryption allows you to create a reasonably secure messaging system for your task-force or temporary federation of companies. It would take very powerful computers quite a while to crack encryption based on the certificates—but it could be done.

If you want really secure communications, you can use the "secure-sockets layer." This is based on the same idea of encrypted communications, but is only used for communication with a Web site. First you communicate with the Web site; you and the site recognize each other by an exchange of certificates. Then your system and the Web site's system jointly create a one-time encryption scheme. They pass that back and forth to each other using the certificate-based encryption system. This private encryption scheme then becomes the one they use to exchange data. The encryption is thus two layers deep—first the encryption based on certificates, and secondly the one-time-only encryption created by the secure-sockets layer.

> ***We need ways to create "courtyards" that can be shared among temporary alliance partners, while their private company data is behind impermeable firewalls. And we need all this to be both cheap and trustworthy.***

Products Needed: We need one standard for certificates. Presently there is a wide variety of types of certificates, as well as a wide variety of providers. There is one for Netscape, one for Internet Explorer, and a third for PGP encoding for mail. We need to have some kind of standardization for certificates, so users of all browsers can recognize them.

Payment between far-flung partners is potentially a major problem. We need someone who will accept payments in escrow, payable on confirmation that some task is completed. How we structure that remains an open question, but its existence will facilitate making agreements with people who are basically strangers.

Tell Me About Your Product...

If your company is making a product that will help small businesses to collaborate, drop me an electronic press release (*birrell@well.com*). Please—I am looking for SOHO products, not something for a large company. It needs to be cheap, comprehensible to an overworked user, and reliable. ■

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RESOURCES:

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Quarterdeck
URL: *http://www.qdeck.com/qdeck/products*

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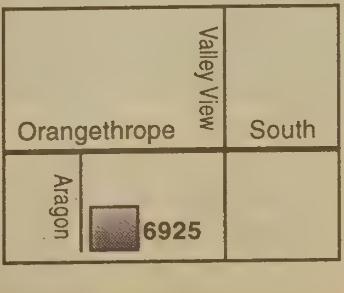


BY DOUGLAS J. NAKAKIHARA

PalmPilot

Cool (And Useful, Too!)

Portable computing is something everyone seems to want these days. Many people opt for notebook computers, but their price-performance ratio is so poor, most people really have to need one to justify a purchase.

Personal digital assistants or PDAs have been quickly gaining popularity because of their size and features, but the good ones have also been a bit pricey. Moreover, PDAs are often islands unto themselves, with limited expansion and connectivity with PCs. Face it, many PDAs aren't much more than expensive toys, and can't honestly be categorized as a serious business tool.

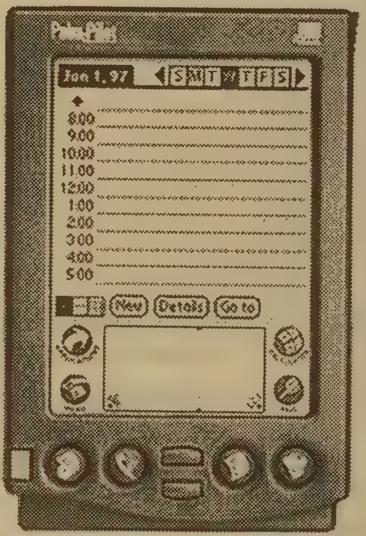
The 3Com (formerly US Robotics) PalmPilot is one of the true exceptions. This PDA, at 4.7" x 3.2" x .7"—barely larger than a deck of cards and slightly smaller than an HP-12C calculator—and weighing only 5.7 oz. with batteries, is a wonder to behold and use. It will easily fit in your shirt pocket or purse, and comes with all of the essential applications.

Basic Features

The application interfaces appear on the large 160 x 160 pixel back-lit LCD display. (The original version of the device did not have a back-lit display.) Depending on the app, you select menus, click buttons, and draw graphics right on the display, using a plastic writing stylus that's specially designed not to scratch the screen.

The stylus slides neatly and securely into a little slot on the PalmPilot. I like the fact that there are no electronics in the stylus and replacements are cheap, at about $2 apiece. They even send you a free one when you register.

Beneath the display is the input area. Here you enter text using a writing technique called Graffiti. The PalmPilot doesn't really use handwriting recognition per se. What it does is require you to form each letter, number, or symbol using a special writing stroke. This means there is no "training" involved to make the device recognize your writing style; however, you must use the correct writing strokes or you'll end up with the wrong text.



Fortunately, most of the strokes are close to the way you would normally write out text. For example, the stroke for the letter A is the top part of the letter, basically an upside-down letter V. Getting capital letters is simply a matter of entering a special "shift" stroke. This can be for just the next character or locked on as with Caps Lock on a keyboard. Special symbols (@, #, $, %, etc.) are entered by preceding the stroke with a special mode stroke.

This is not nearly as difficult as it may sound, and it won't be long before you can enter most of the alphabet without referring to a "cheat sheet." The PalmPilot comes with a set of Graffiti reference stickers you can adhere to it. You can also access an online Graffiti listing.

You can also use a graphical keyboard as an input device. This appears instantly when you touch a hot spot on the input area. Actually, I've found that you can enter text many times faster using this method; however, it reminds me of hunt-and-peck typing. (Do it in front of a fellow PalmPilot user and you'll likely get a sneer of "Graffiti-snobbery.") There are additional keyboard templates for numbers, special characters, and foreign letters and symbols.

Gates Was Right

To paraphrase Bill Gates a bit, maybe one-half meg of memory is enough after all, because that is all the Personal Edition of the PalmPilot includes. There is no hard storage, so everything is saved in RAM.

If this worries you a little, it shouldn't. Even with the batteries drained to the point your PalmPilot is not functioning, memory will be retained for about a month, one minute if you take the batteries out. (All data is also saved to your PC, but more on this later.)

After loading the system, you are left with 480K; however, don't let that fool you. It's plenty of space for all but the most demanding users—enough memory to hold 2,500 addresses, 2,400 appointments, 500 memos, and 500 to-do list items!

If it turns out not to be enough, you can upgrade to one meg for $129. Of course, if you know you'll need more, just get the Professional Edition ($369), which comes with 1MB. I should note that the 1MB upgrade gives you all of the functionality of the Professional Edition.

Applications

The PalmPilot ships with several full-featured apps, like a date book, address book, to-do list, memo pad, calculator, expense tracker, and some games. However, it doesn't stop there.

continued on page 110

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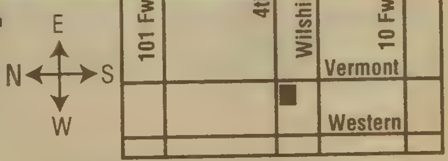

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PalmPilot *continued from page 106*

This is where the fun begins. There are literally hundreds, if not thousands, of commercial, freeware, and shareware applications available. Plus, many PIMs are compatible with the PalmPilot, like MS Schedule+, Lotus Organizer, Symantec ACT!, Now Up-To-Date, Sidekick, ECCO, Day-Timer Organizer, Maximizer, and Franklin Ascend 97.

Check out *http://palmpilot.3com.com* for links to many unofficial PalmPilot sites, with tons of stuff to load onto your PalmPilot. An HP-12C emulator is a must-have, and there's a plethora of sketching programs for storing maps or just doodling.

Of course, games are plentiful, with most of the classic arcade and card games available. Even though the PalmPilot only supports four colors, it's surprising just how good some of the graphical applications are. It is also capable of emitting the standard sort of beeps and chirps, although I wish you could turn the darn thing up!

There is even an Internet mailing list which you can subscribe to at *www.pilotgear.com* . Every day, you'll get an email message, usually listing several new apps for your PalmPilot. If you're using something like Internet Explorer or Netscape, you can click right in the message to download the program.

To be honest, it won't be addresses and appointments that will fill your memory, it will be the other applications you load onto your PalmPilot.

Hot Sync

PC versions of the supplied applications are also provided. This allows you to run those applications on your PC just as if you were using your PalmPilot. Although you are using independent data files, it will not pose a problem because you can sync the data between your PC and PalmPilot with literally the push of a button.

The PalmPilot comes with a special cradle that connects to the serial port of your PC. Your PalmPilot slips into the cradle and all data is automatically synced when you press a button. Even if your application has no PC equivalent, the data is backed up to your PC! This is also how you load new applications onto your PalmPilot. You just run a little utility program on your PC that identifies the app, which is downloaded to your PalmPilot the next time you perform a hot sync.

The PalmPilot can synchronize data with Macs; however, PC desktop-dependent PalmPilot functionality, like (hot sync) email and expense-tracking application, is not available to Mac users. Mac users will also need the PalmPilot MacPac ($14.95), which includes an adapter so your cradle can be connected to a Macintosh modem or printer port.

> ***It won't be addresses and appointments that will fill your Pilot's memory; it will be the other applications you load onto it.***

Connectivity

With 1MB of memory you can add email connectivity and TCP/IP capabilities, which will enable you to run optional network applications. This allows you to access information over a network. A network version of the Pilot's synchronization utility ($69) lets you synchronize data (email and PIM information) over a LAN or via a dial-up connection to your desktop PC; you can remotely reply to and send new messages right from your PalmPilot.

The coolest way to use the PalmPilot for email is to either connect it directly to a modem using a special cable ($20) or get the modem add-on ($129). Available third-party software will let you define POP and SMTP settings, making your PalmPilot a truly portable email device. All of the applications I looked at (some were even freeware) gave you the option of leaving messages on your mail server, so you can still access them later on your PC. If not for this, large messages, like those with file attachments (useless on your PalmPilot), would be lost once your PalmPilot downloaded a truncated version. Some applications allowed you to set up filters, which might be nice for skipping voluminous non-essential mail sources, like mailing lists.

The PalmPilot modem adapter snaps onto the bottom and extends the length a mere two inches. It's only a 14.4Kbps modem, but that's plenty of horsepower considering you likely won't be accessing the Web nor downloading huge email messages. (Note: A text-only Web browser is available!) It sports a standard RJ11 phone jack and comes with a 10' cable. The device is powered by two AAA batteries (included) for up to five hours of continuous use, with an optional AC adapter ($20) available as well. An audible low-battery warning signal is also featured.

PalmPilot Email Software

The PalmPilot Professional comes with its own email software that will work with any VIM or MAPI standard compliant email program, including Lotus cc:Mail (versions 2.5, 6.0, and 7.0), Microsoft Outlook, Microsoft Exchange 4.0, Windows Messaging 4.0, Microsoft Mail 3.5, and Windows for Workgroups Mail.

However, the software is not really a true Internet email application. What it does is utilize your existing mail application to read and send email after you perform a hot sync.

The bad news about using this software is that it always removes the messages from the mail server. To avoid this situation, there is an option that will only send email, not retrieve. Of course, if you were already at your PC, you'd just use your PC mail application to read your email anyway.

There certainly are times when you might create a message (offline) on your PalmPilot and then send it once you return to your desk. But, you really wouldn't need to use a email-capable PalmPilot to do this. You could just enter the message in the PalmPilot notepad and do a copy-paste into your PC mail compose application.

To sum it up, use your PC for email when you are at your desk. For way-cool remote email capabilities, use your PalmPilot with a modem. If you don't have a modem and are away from your PC, use your PalmPilot to compose your message.

Juice

The PalmPilot uses two standard AAA batteries. (That's right, no special batteries—not even hard-to-find watch batteries.) This is supposed to be enough juice to last you two to three months; however, your mileage may vary. For example, if you make heavy use of the backlight, battery drain will increase. I'm using rechargeable NiCads and changing batteries every few weeks with heavy use.

continued on page 226

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BY FABIAN PASCAL

32-Bit Computing

Series Groundrules: A Short Discussion Of Methodology

Last month I discussed the forthcoming 100MHz bus systems. While waiting for them to become available, let me introduce you to the methodology I will employ to evaluate them, as well as to the current best-of-breed 66MHz reference system. (I am seeing references to Intel's next-generation Pentium, the "Deschutes," as still supporting only the 66MHz bus!)

Operating System

For the standalone PC user, there aren't that many pure 32-bit options.

I was involved with OS/2 for a considerable time and, while it's hardly without problems, in some aspects it was better than Windows. I was still writing an OS/2 column here when many who faulted me for my criticism of IBM's handling of its OS had long migrated (quietly!) to Windows. But when IBM—validating my criticism—started promoting itself as the best Windows NT vendor, it was time to move on.

The user interface, hardware support and applications are continuously improving in the Linux environment, but they are nowhere near what PC users are used to, and usually get, under Windows. The several flavors of Linux are still more UNIX- than PC-oriented.

Apple's Rhapsody, while interesting, is still in development and an uncertain proposition, particularly on the Intel platform.

These OSes will be monitored for this series, but whether we like it or not, Windows NT Workstation is, at least for now, basically it (some benchmarks are available only for NT, see below). As Windows 95 acquires more 32-bit capabilities and NT gets more of the Windows 95 user interface and plug 'n' play support, they will probably converge; it is unlikely that Microsoft, given its controlling market position, will continue to maintain, upgrade and support two separate versions. In fact, there have already been warnings about Windows 98 being the last upgrade. As corporations migrate to NT, they will force both small/home businesses and individuals into it, the latter, if nothing else, to use the same software at work and home.

> **There is limited evidence that in certain narrow, specific circumstances, NT performs better than Windows 95. Be that as it may, its high hardware resource and support demands are NOT FOR EVERY PC USER.**

There is limited evidence that in certain narrow, specific circumstances, NT performs better than Windows 95 (much to the surprise of many, including myself, even in some Microsoft quarters!). Be that as it may, its high hardware resource and support demands are not for every PC user. Yet for those who need, or want, a 32-bit operating system with a wide choice of applications and hardware support, it's the best they can do. Hopefully, Microsoft will take their needs to heart as it continues to develop NT Workstation.

Performance Measurement

Benchmarking/interpreting results is the trickiest of businesses. An extremely demanding proposition, no matter how good the job is, it always leaves somebody unhappy, or angry— it's the nature of the beast. I refer the reader to URL: *http://www/intel.com/procs/perf/limits.html* for a succinct explanation of benchmark types and the limits of their usefulness.

I've looked into the various benchmarking software available and I opted for the recently released 98 versions of the commonly used/referenced Winstone and WinBench by Ziff-Davis Benchmark Operations (ZDBOp).

Winstone 98 is an application-based benchmark suite that measures the performance of whole PC systems. WinBench is a set of playback and synthetic test suites measuring the performance of the CPU, graphics, disk and CD-ROM subsystems. They and their results are described in the Sidebar.

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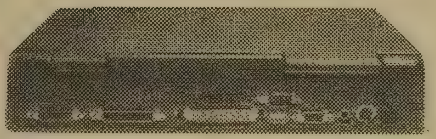

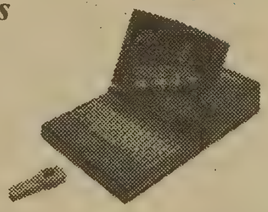

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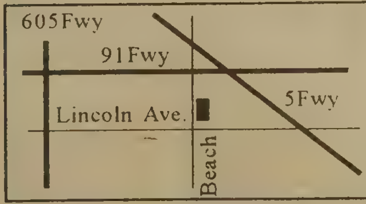

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32-Bit Computing *continued...*

I will also use other benchmarks, specialized in specific subsystems, such as CDTach for the CD-ROM subsystem and ThreadMark for the disk subsystem. It is very important to keep in mind the following points when interpreting benchmark results:

- Results are not absolute, but relative to some specific base system. Thus, a Winstone score of 10.3 does not, per se, tell you anything about a system's performance; it only acquires meaning relative to the ZDBOp's base system's score of 10—it means 3% better performance. Furthermore, the scores of any two systems can be used to compare their performance, by virtue of both being relative to the same base system.
- Subsystem comparisons are meaningful only in the context of ABE —"all else being equal." The performance effects of two disk drives on a disk subsystem can only be compared by switching the drives, but keeping everything else the same (and I do mean everything: hardware, software, settings, configurations—down to active applications and disk fragmentation).

Best-Of-Breed Components

Via research into and monitoring of technologies, products and other reputable evaluations, best-of-breed hardware components (more than one candidate in each category, where possible) will be identified. Units obtainable from vendors will be assembled into working systems, reviewed and benchmarked.

Also reviewed will be components which, while not part of the subsystems, are necessary for a full working system, such as the case and system integration services.

When the dust settles in the currently fluid Internet fast access technology, communication components will also be added (currently, the most cost-effective option seems to be cable modems, but it is only experimentally and very sparsely deployed). All-in-one (print/scan/copy) peripherals will be covered as USB versions become available. Protection and performance-enhancing devices will also be considered. There will also be reviews and recommendations of essential and stand-out software.

Sidebar: The Ziff-Davis Benchmarks

Ziff-Davis Winstone 98 and WinBench 98 benchmark suites use the time a system requires to complete specific sets of operations to produce performance scores relative to a specific base system [1]. The higher the score, the better the performance.

Winstone 98 is an application-based benchmark suite. It runs leading Windows applications through a series of scripted common activities and produces a weighted performance score for a whole system from the individual application scores, using their market-shares as weights. The benchmark has two versions, Business and High-End, the former using common business applications (such as spreadsheet, word processing and database [2]), the latter specialized for more demanding applications (such as CAD and image editing [3]) under Windows NT only. The overall score is scaled to the base system's overall score, 10.0, for both levels.

WinBench 98 is a set of two playback and two synthetic test suites, each producing performance scores for the processor, graphics, disk and CD-ROM subsystems. In playback tests, the hardware calls made by the applications to a subsystem while executing the Winstone scripts were logged and are played back. The Graphics and Disk WinMarks are playback test suites and, like Winstone, have Business and High-End versions.

Graphics WinMark 98 (playback): Measures the performance of the graphics' subsystem in executing the graphics operations of the Winstone 98 application scripts. The overall relative scores for both the Business and High-End versions are compiled using the same method as in Winstone.

Disk WinMark 98 (playback): Measures the performance of the disk subsystem in executing the disk operations of the Winstone 98 application scripts. It has Business and High-End versions. The overall result, in KB/sec, reflects disk subsystem throughput.

In the synthetic tests, application activities in a subsystem were profiled and a statistical approximation of the operations on the subsystem is run. CPUMark32 and CD-ROM WinMark are synthetic tests.

CPUMark32 (synthetic): Measures the processor's subsystem 32-bit performance by running a workload simulating the CPU's behavior of leading (not Winstone) Windows applications. The mix includes data compression, date adjustment, word analysis, text formatting and so on. The relative score produced is a normalized, unitless number meaningful only for comparison to other WinBench 98 CPUMark32 scores.

CD-ROM WinMark 98 (synthetic): Measures the performance of the CD-ROM subsystem by playing back, as one test, a mix of operations in six sections, one for each profiled (not Winstone) application [4]. The overall result, in KB/sec, reflects CD-ROM subsystem throughput.

Notes:

[1] Dell/Dimension P5-133: 66Mhz bus, Pentium 133MHz, 256KB L2 Pipeline Burst cache, 32MB RAM; Matrox/Millenium PCI graphics adapter 4MB WRAM, driver v3.12, monitor settings: 1024 x 768 x 65k x 75Hz; primary IDE disk controller, Quantum/Fireball 1080A IDE drive.

[2] Microsoft Access 97, Excel 97, Word 97, PowerPoint 97; Lotus 1-2-3 97; Corel Quattro Pro 7, WordPerfect 7, DRAW! 7; Netscape Navigator 3.1.

[3] MicroStation 95; Adobe: PhotoShop 4.01, Premiere; AVS/Express 3.1; PV-Wave 6.1; Microsoft FrontPage 97, Visual C++ 5.0.

[4] Corel GALLERY 2: Quicken for Windows CD-ROM DeLuxe; *Disney's Animated StoryBook—The Lion King; Myst; Compton's Interactive Encyclopedia;* Microsoft Encarta 95.

Based on evaluation results, recommendations will be made. Every article in the series will specified the current recommended set of components—the "best of breed system," so to speak. The configuration will be revised whenever one or more components are upgraded, or "better" alternatives/technologies become available and/or affordable. For example, a LCD panel may replace the bulky monitor.

Other OSes will be monitored for this series, but whether we like it or not, Windows NT Workstation is, at least for now, basically it.

Listing 1 references the initial set of components currently being assembled for evaluation—a Slot 1/Pentium II system. It is based on a 66MHz bus system board—the current standard against which the performance gains from forthcoming 100MHz systems will be assessed.

Note that the 512KB L2 cache built into the Pentium II CPUs runs at half the processor speed and, therefore, it is not tied to the bus speed like its counterpart carried by Socket 7 system boards (which can be larger than 512KB too!). Therefore, the effect of a faster bus speed will not be as pronounced as for Slot 1 systems. Furthermore, the currently available SDRAM clocks at 66MHz, which would introduce one

continued on page 230

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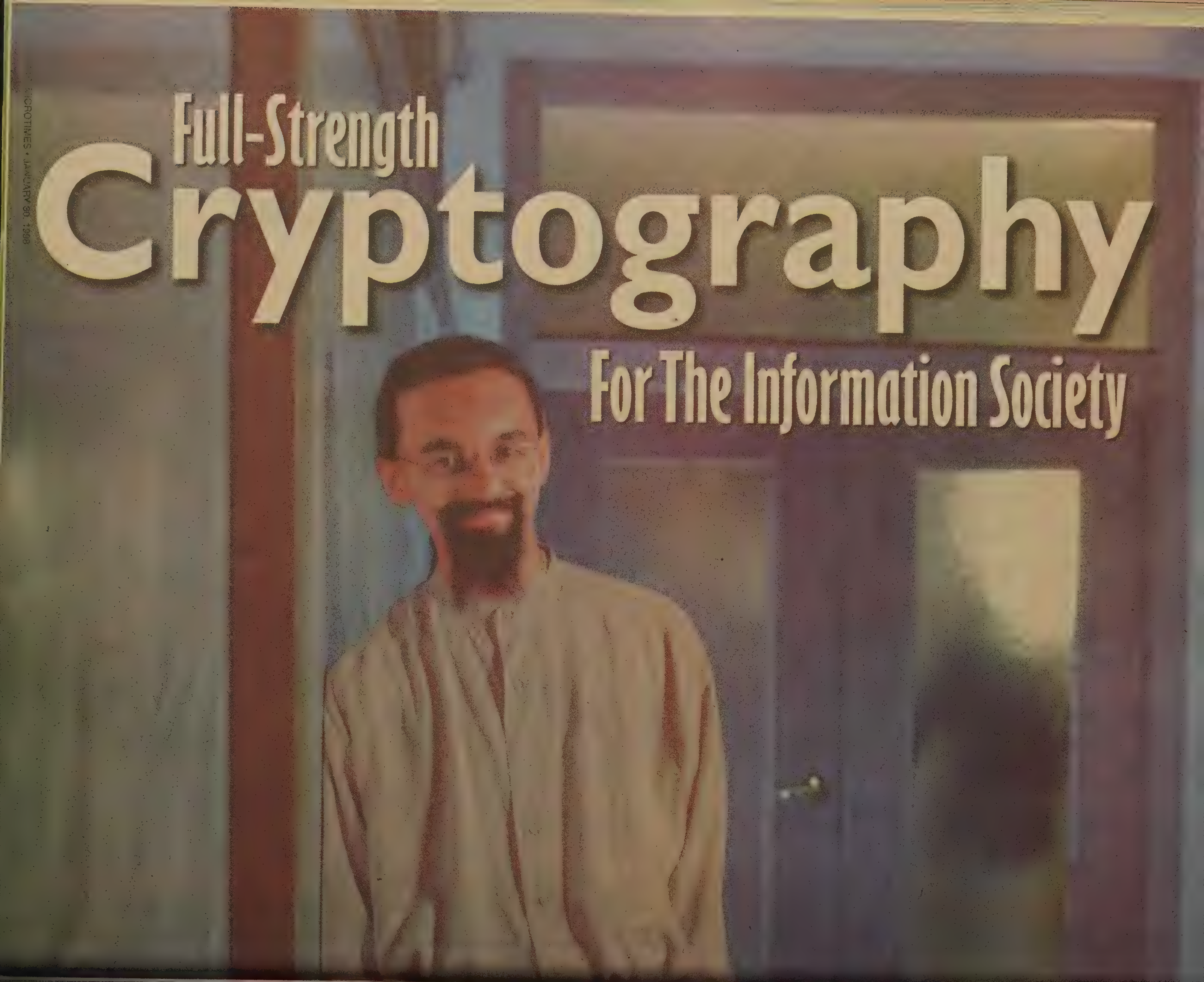
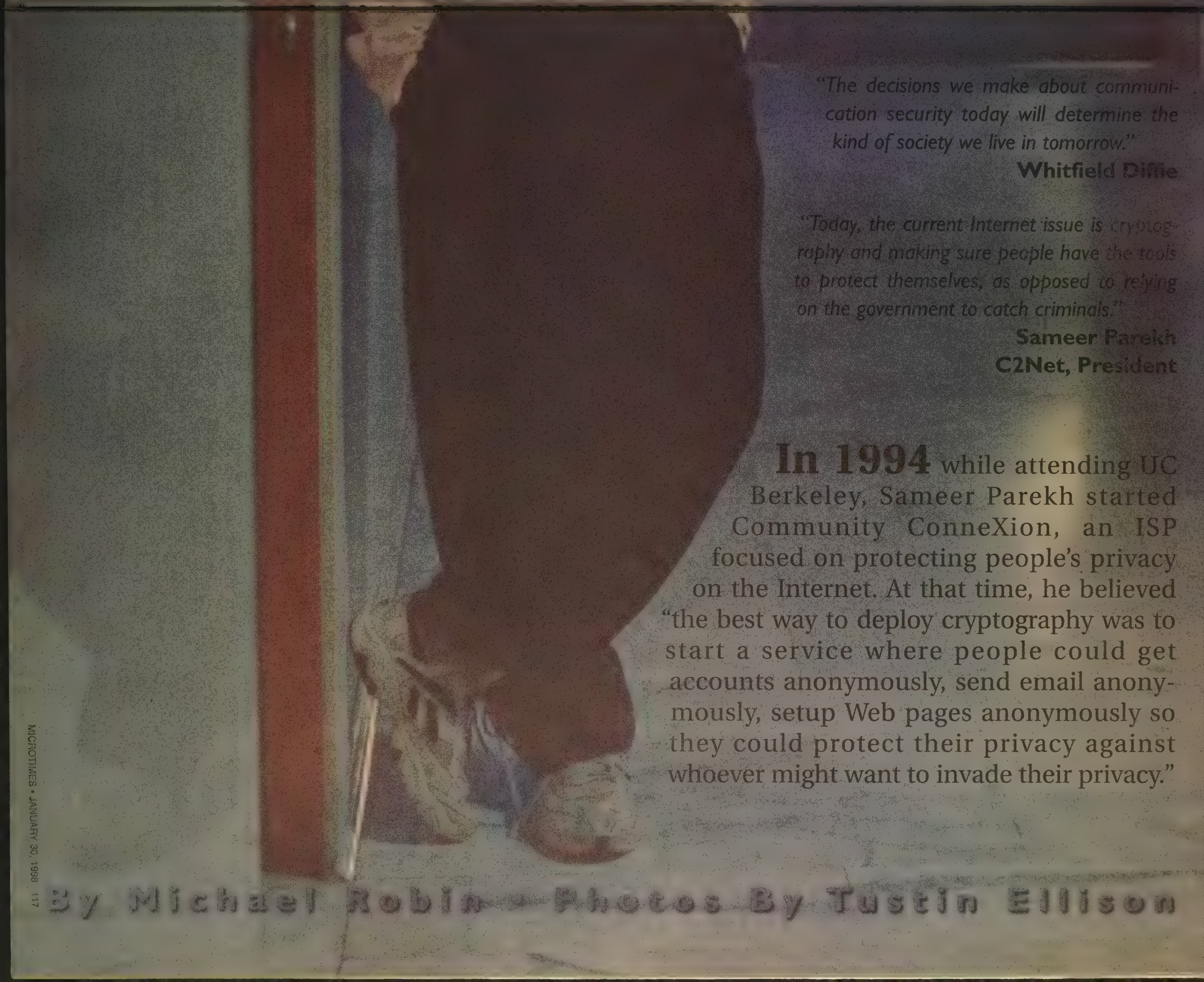




"The decisions we make about communication security today will determine the kind of society we live in tomorrow."

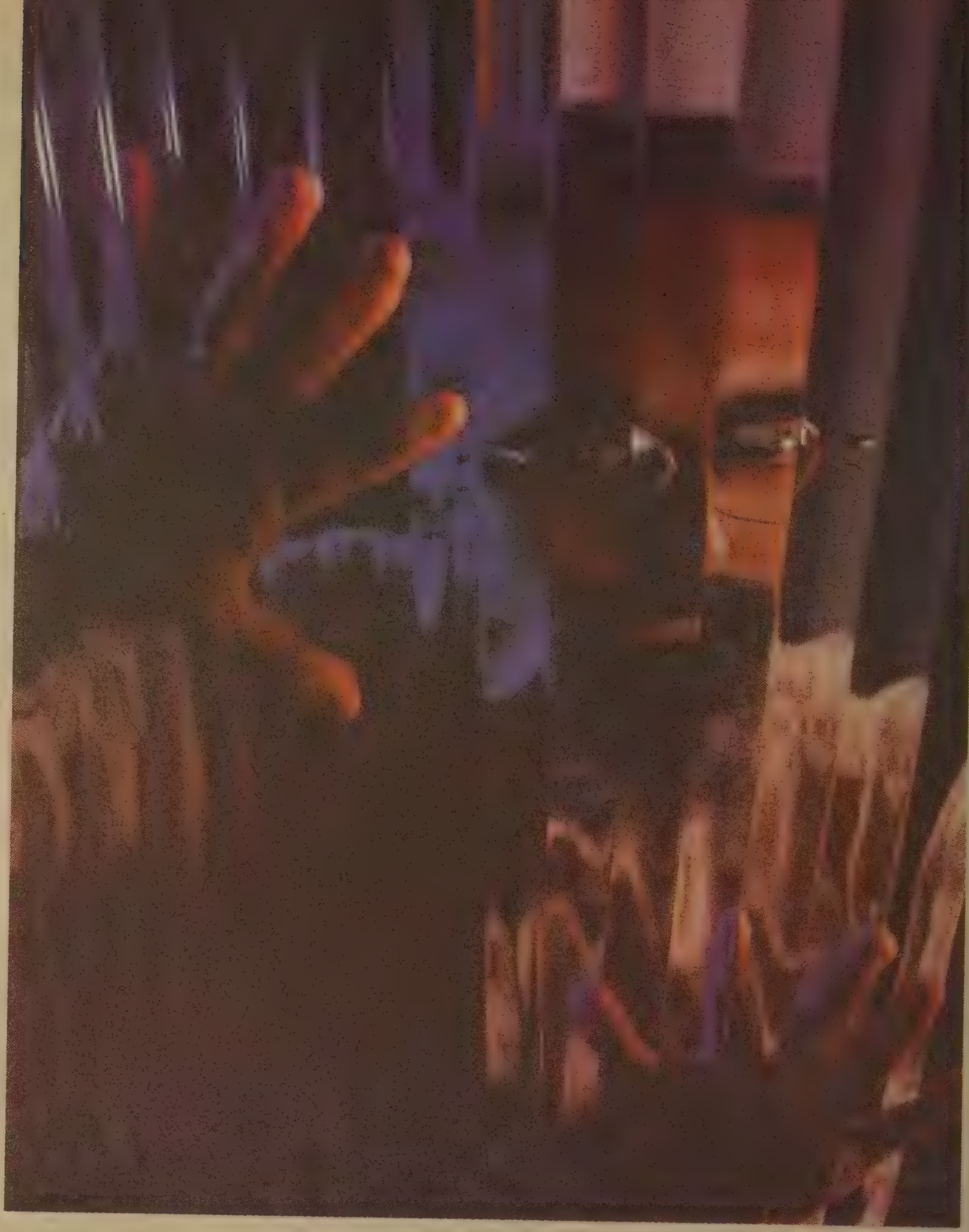
Whitfield Diffie

"Today, the current Internet issue is cryptography and making sure people have the tools to protect themselves, as opposed to relying on the government to catch criminals."

Sameer Parekh
C2Net, President

In 1994 while attending UC Berkeley, Sameer Parekh started Community ConneXion, an ISP focused on protecting people's privacy on the Internet. At that time, he believed "the best way to deploy cryptography was to start a service where people could get accounts anonymously, send email anonymously, setup Web pages anonymously so they could protect their privacy against whoever might want to invade their privacy."

By Michael Robin • Photos By Tustin Ellison



I started doing some research and learned that cryptography is a very valuable tool for protecting people, organizations, and companies from both government and criminal abuse of freedom and privacy.

During late 1995-early 1996, Parekh was developing Internet security software to enhance Community ConneXion's Web servers. But, like almost everything else in the quickly evolving world online, his vision of the "best way to deploy cryptography" was also changed. He now believed that, rather than selling services, selling software was a more effective way to implement cryptography and privacy technology. By the end of 1996, he had sold off the ISP business, renamed the company to C2Net (*http://www.c2.net*), opened an office in downtown Oakland, and started hiring people and developing more software. This move placed Parekh in the middle of one of the most contentious fights surrounding technology today—the role of cryptography in a democracy.

In an age of digital information, the protection of information—digital communications and stored data—becomes increasingly critical. Cryptography, the art of secret writing, is a powerful tool for protecting information. In practice, this means first the transformation of information into some unreadable form, a process known as encryption, and then the ability for authorized individuals to return this encrypted information into a readable form, a process known as decryption.

Today's hotly contested public debate on cryptography is often presented as black and white; a fight between good and evil, with each side presenting its own characterization of what is good and what is evil. On one side are those who argue for strong crypto to protect the privacy of individuals and businesses. On the other are those who claim the need to limit the spread of strong crypto for law enforcement and national security.

While each picture does have its kernels of truth, real life is rarely black and white. The technology that law enforcement argues may hinder, if not cripple, their fight against criminals, terrorists, and others, is the same technology that secures sensitive communications from attacks by these same groups. So, while cryptography may be used by a small group of criminals or industrial spies, it can also ensure the security of cell phone conversations, surfing the Web from home, government records, and global financial transactions.

Further complicating the black and white dichotomy of cryptography is that cryptography and its related technologies do more than just assure the confidentiality of information. Cryptography provides tools, embodied in applications such as digital signatures and certificates, to verify the authenticity of the people communicating electronically and to ensure the integrity of digital documents. Without reliable methods for knowing who you are talking with or confirming that a particular document is both the original and unaltered, much of the promise of digital communications will never be realized.

Along with the explosive growth of the Internet in the 1990s, the things cryptography enables us to do also continue to grow. Unfortunately, current US policy restricts the discussion of cryptography on the Internet and the sale of strong encryption products on the world market. Since most US companies find it prohibitively expensive to develop two versions of the same product—one with strong encryption for domestic use only, and another with weakened encryption for export—the level of security they offer everyone is effectively weakened. Keeping strong crypto out of the market further slows the development and implementation of new applications that require higher levels of security.

In response to US regulations, C2Net is perhaps the first US company to relocate all of its software development off-shore, permitting it to sell single versions of its products with full-strength security software worldwide. With

continued on page 122

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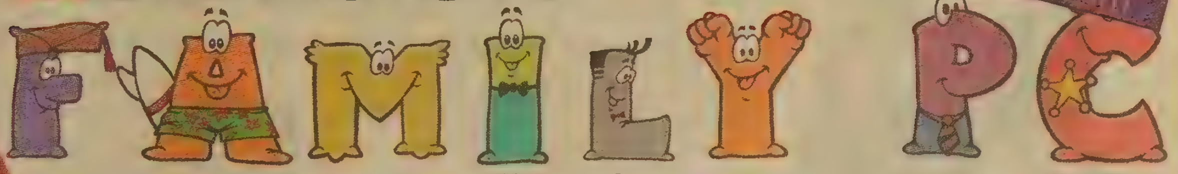

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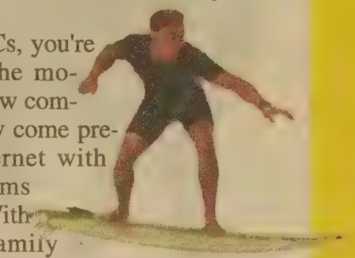

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With Envision Family PCs, you're ready to surf the Net the moment you turn on your new computer. That's because they come pre-configured for the Internet with built-in 33.6 fax modems and Internet software. With the Family PC, your family will be able to visit thousands of World Wide Web sites or talk to millions of people from around the world, all from your keyboard of your Family PC.

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Every Family PC comes with a whole library of interactive multimedia software like an encyclopedia, dictionary, thesaurus, and atlas plus a host of valuable online software and exciting games that will get you started with your new computer. You can also choose, as an option, the latest office suites from Corel, Lotus & Microsoft at special low prices with system purchase.

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- Pentium Motherboard w/512K Pipeline
- 16MB EDO Memory, up to 128MB
- 2.1GB EIDE Hard Drive/3.5" 1.44MB FD
- 64-bit S3 PCI SVGA Graphics
- 2 Hi-Speed Serial/1 Parallel Ports
- 104-key Win95 Keyboard & Mouse
- 16X IDE CD-ROM (2400KB/s)
- Yamaha 16-bit 3D Sound Card
- 60 Watt Power Amplified Stereo Speakers
- 33.6 v.34 Internal Fax Modem/Voice Mail
- Windows 95 plus Family Bundle

Monitor Sold Separately (see below)

Cyrix M2 686mx-166 MMX	$599
Cyrix M2 686mx-200 MMX	$629
Intel Pentium 150	$629
Intel Pentium 166 MMX	$659
Intel Pentium 200 MMX	$729
Intel Pentium 233 MMX	$779

Family Plus

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- Pentium Motherboard w/512K Pipeline
- 32MB EDO Memory, up to 128MB
- 3.2GB EIDE Hard Drive/3.5" 1.44MB FD
- 64-bit S3 PCI SVGA Graphics w/2MB
- 2 Hi-Speed Serial/1 Parallel Ports
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Yamaha 16-bit 3D Sound Card
- 60 Watt Power Amplified Stereo Speakers
- 33.6 v.34 Internal Fax Modem/Voice Mail
- Windows 95 plus Family Bundle

Monitor Sold Separately (see below)

Cyrix M2 686mx-166 MMX	$669
Cyrix M2 686mx-200 MMX	$699
Intel Pentium 150	$699
Intel Pentium 166 MMX	$729
Intel Pentium 200 MMX	$799
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Family Pro

32MB EDO · 4.3MB HD · 24X IDE CD

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- Pentium Motherboard w/512K Pipeline
- 32MB Memory, up to 128MB
- 4.3GB BF EIDE Hard Drive/3.5" 1.44MB FD
- S3-3D PCI SVGA Graphics w/4MB EDO
- 2 Hi-Speed Serial/1 Parallel Ports
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Yamaha 32PnP Wavetable SoundCard
- 180 Watt Power Amplified Stereo Speakers
- 33.6 v.34 Internal Fax Modem/Voice Mail
- Windows 95 plus Family Bundle

Monitor Sold Separately (see below)

Cyrix M2 686mx-166 MMX	$719
Cyrix M2 686mx-200 MMX	$749
Intel Pentium 150	$749
Intel Pentium 166 MMX	$779
Intel Pentium 200 MMX	$849
Intel Pentium 233 MMX	$899

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14"	15"	15"	17"	17"	17"	17"	17"	19"	21"
Omniview 14"	Cybervision 15"	Panasonic S15	AV2 F785	Cybervision C70	Innographics	Panasonic S70	Viewsonic GT775	Mag DJ800	CyberVision DS95
1024x768/0.28 dp	1024x768/0.28 dp	1280x1024/0.27 dp	1280x1024/0.28 dp	1280x1024/0.27 dp	1600x1200/0.26 dp	1280x1024/0.27 dp	1600x1200/0.25 dp	1600x1200/0.26 dp	1600x1200/0.25 dp
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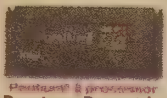
ENVISION The Latest Technology

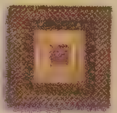
Intel Pentium II CPU



Get 64-bit power, MMX technology and performance up to 50% faster than a Pentium Pro with Intel's new Pentium II CPU. Intel's latest generation of CPUs will make your applications fly at speeds up to 300MHz!

Available on: all Hyper Systems

Intel MMX Technology



Intel's hot new MMX technology gives you 57 newinstructions designed to make your multimedia fly with optimized performance for your video & audio clips, MPEG, DVD, etc.

Available on: all Systems

440LX Pentium II Chipset

Get the latest Intel 440LX chipset with your new Pentium II system. The 440LX is the first chipset designed specifically and optimized for the Pentium II MMX CPU. It has features such as the new 528MHz AGP graphics port plus support for SDRAM memory, Ultra ATA/33 IDE hard drives & MMX technology. The LX truly brings out the best in Pentium II performance!

Available on: all Hyper Systems

430TX Pentium Chipset

Intel's 430TX Triton chipset is the first chipset designed specifically and optimized for the Pentium MMX CPU. It's features include support for SDRAM memory, Ultra ATA/33 IDE hard drives & MMX technology. Utilizing all these new technologies, a TX-based system will go up to 30% faster than standard VX or HX-based systems!

Available on: all Turbo Systems

Accelerated Graphics Port

The AGP (accelerated graphics port) is the revolutionary new Intel-developed port specfically designed to help graphics performance. With a direct bus to the CPU running at 528MHz, the port allows for graphics throughput up to 4 times faster than standard PCI graphics cards.

Available on: all Hyper Systems

SDRAM Memory

SDRAM memory architecture gives you up to 20% faster overall system performance over EDO memory. With a direct synchrounous communications path to the CPU, SDRAM memory communicates more efficiently with the CPU and is able to run at the same clock speed with no wait states for unparalleled performance!

Available on: all Hyper & Turbo Systems

Ultra ATA/33 Hard Drives Up to 8.4GB of Storage

ULTRA

Ultra ATA/33 (or Ultra DMA) is the newest IDE hard drive technology offering transfer rates of 33MB/s, 2 times faster than standard Enhanced IDE hard drives, for super fast hard drive performance. Plus, you can now get up to 8.4GB of storage on one drive so you can load all the programs you want without worrying about space!

Available on: all Hyper & Turbo Systems

Ultra Wide SCSI-3 Hard Drives & Controllers

For the ultimate in hard drive performance, Ultra Wide SCSI-3 is the solution. Offering 40MB/s transfer rates and access times as low as 8ms, Ultra Wide SCSI-3 hard drives offer the absolute fastest hard drive performance you can get. And with the ability to support up to 7 devices, you can get up to 63GB of hard drive storage (7 x 9GB hard drives)!

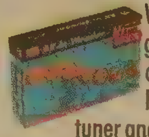
Available on: Hyper SCSI & Turbo SCSI

Universal Serial Bus

Hooking up devices to a computer used to be hard. Not any more! With Universal Serial Bus, you can now add up to 127 devices, such as telephones, cameras, scanners and speakers, with little hassle and no IRQ or DMA nightmares! Plus, at 10MB/s throughput, you get performance that's up to 100 times faster than the old serial port. The Universal Serial Bus offers speed, flexibility and upgradability.

Available on: all Hyper Systems
Optional on: Turbo & Family Systems

ATI All-in-Wonder Pro



With the All-in-Wonder Pro, you get a super-fast 2D & 3D graphics accelerator powered by ATI's new Rage Pro 3D chipset plus a TV tuner and video capture system all on one card. Plus, you can see it all on your big screen TV with the PC2TV output port. It's no wonder the All-in-Wonder Pro won PC Magazine's Editor Choice again.

Available on: Hyper Dream System

NVidia 128-bit 3D Graphics

Diamond's new Viper V330 3D & STB's Velocity 128 graphics accelerators based on NVidia's hot new 128-bit graphics processor gives you mindbogling 2D & 3D graphics performance that will blow you away! Clocked at 228 3D WinMarks, these 3D graphics accelerator are the fastest cards money can buy! It offers the latest 3D features including bilinear texturing, alpha blending, and specular lighting and fog effects.

Available on: all Hyper Pro/SCSI & Turbo Pro/Dream Systems

56K x2 Fax Modems and Internet Ready

Why wait when you can zoom on the Internet with 56K x2 Fax Modems. Transfer files, send e-mail or browse the Internet at up to twice the speed of 28.8 fax modems. And with x2 technology, you are supported by over 1,000 ISPs! Plus all Envision systems come pre-configured to run on the Internet with Microsoft Internet Explorer!

Available on: all Hyper & Turbo Systems

Sound Blaster Awe64

With the Sound Blaster Awe64, you can experience 64 voice orchestral-quality wavetable sound that's so life-like, you'd think you were really there! That's because with wavetable technology, you get sounds that were sampled off real instruments. That's why a piano sounds like a real piano because it really is!

Available on: most Hyper/Turbo Systems

32X CD-ROM Drives

At a whopping 4,800KB/s transfer rates and access times under 80ms, 32X CD-ROM drives deliver unsurpassed speed that will make loading programs a breeze and make your multimedia go fast and easy.

Available on: Turbo/Hyper Dream Systems

MORE OPTIONS MORE CHOICES

Envision offers you a whole range of options that you can get with your new Envision computer. Pretty much, anything you see in our catalog can be added to your new Envision sytstem. You can also substitute any part on the system with a part you want, just pay the difference in price.

Free Installation

Best of all, if you order any option or upgrade with your new Envision computer, we'll install it on to your new computer free of labor charges! You could save hundreds of dollars in labor!

Motherboard Options

Envision carries one of the widest selection of motherboards from top-rated motherboard manufacturers such as Asus, Tyan, Abit, ATrend, SuperMicro & Intel. If you want a different motherboard than the standard board, just tell us and we'll be glad to upgrade it for just the difference in price!

New Technology

You can add the latest and greatest in new technologies such as DVD-ROM Drives, CD-Recordable & CD-Rewritable Drives, Zip/Jaz/Sparq Removable Drives, digital cameras, scanners, and printers.

Networking Options

Envision carries a wide variety of network products from such companies as 3COM, Bay Networks, Cisco & Intel. Plus, Envision offers a wide range of network services to help your company jump into the networking age of today! Need to install a new network for your business, ask our network guys by calling 1-888-711-4NET.

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SERVICE & SUPPORT YOU CAN TRUST!

Envision also has some of the best service and support. At Envision, we feel that the most important factor in choosing a computer is not only the price or performance, but the place you buy it from. That's why our staff is dedicated to giving you the best service and support possible.

2 YEAR LABOR/1 YEAR PARTS FACTORY WARRANTY

Envision backs every system up with a full 2 year labor/1 year parts warranty giving you the piece of mind to concentrate on more productive things. And should you have a problem, Envision's friendly and knowledgable technical staff can get you back up and running usually within 24 hours.

CUSTOMIZED CONFIGURATIONS

Envision has many different models to choose from but if you don't see the configuration you want, we would be happy to custom configure your system the way you want.

FREE UPGRADES INSTALLATION

We will gladly install all upgrades and options that you add to your system at the time of purchase free of charge. That could save you hundreds of dollars in installation and labor charges. It's just one of Envision's many extra free services.

ENVISION BUSINESS SERVICES

Envision also offers a whole range of extra services for businesses such as networking installation, business automation, and Internet services to help give you a total computer solution for your business.

OVER 10 YEARS IN THE INDUSTRY WITH 25,000+ HAPPY CUSTOMERS

Envision has been in the industry for over 10 years and during that time, we have sold computers to over 25,000 customers. While other computer companies have come and gone, we have been right here serving the SoCal community and will continue to do so.

We would like to thank all our customers for choosing Envision. All 25,000 of you.

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City Of Los Angeles
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LA Housing Authority
Skirball Center
General Electric
SoCal Edison
Boeing
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Turbo TX Pentium Systems

Turbo TX Plus

32MB · 3.2GB HD · 24X CD · 32PnP

Starting from $849

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- Triton 430TX Pentium/512K Pipeline
- 32MB SDRAM Memory, up to 256MB
- 3.2GB Ultra ATA HardDrive (9.5ms-33MB/s)
  Upgrade to 4.3GB Ultra ATA HD - add $40
- 3.5" 1.44MB Floppy Drive
- PCI 3D Graphics Accelerator/4MB
- 2 Hi-Speed Serial/1 Parallel Ports
- Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Yamaha 32PnP Wavetable Sound Card
- 180 Watt Power Amplified Stereo Speakers
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see side)

AMD K6-166 MMX	$849
Intel Pentium 166 MMX	$849
AMD K6-200 MMX	$899
Intel Pentium 200 MMX	$919
AMD K6-233 MMX	$949
Intel Pentium 233 MMX	$969

Turbo TX Pro

32MB · 4.3GB HD · 24X CD · SB64

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- 4.3GB Ultra ATA HardDrive (9.5ms-33MB/s)
  Upgrade to 5.2GB Ultra ATA HD - add $30
- 3.5" 1.44MB Floppy Drive
- Diamond Stealth II 220 Graphics/4MB
- 2 Hi-Speed Serial/1 Parallel Ports
- Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 180 Watt Power Amplified Stereo Speakers
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see below)

AMD K6-166 MMX	$999
Intel Pentium 166 MMX	$999
AMD K6-200 MMX	$1049
Intel Pentium 200 MMX	$1069
AMD K6-233 MMX	$1099
Intel Pentium 233 MMX	$1119

Turbo TX Dream

64M · 7.0GB HD · 32X CD · SB64

Starting from $1299

or finance it from $58/month

- Triton 430TX Pentium/512K Pipeline
- 64MB SDRAM Memory, up to 256MB
- 7.0GB Ultra ATA HardDrive (9.5ms-33MB/s)
  Upgrade to 8.4GB Ultra ATA HD - add $40
- 3.5" 1.44MB Floppy Drive
- Diamond Viper 330 128-bit Graphics/4MB
- 2 Hi-Speed Serial/1 Parallel Ports
- Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 32X IDE CD-ROM (4800KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 350 Watt Subwoofer Speaker System
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see below)

AMD K6-166 MMX	$1299
Intel Pentium 166 MMX	$1299
AMD K6-200 MMX	$1349
Intel Pentium 200 MMX	$1369
AMD K6-233 MMX	$1399
Intel Pentium 233 MMX	$1419

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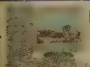
Hyper² LX Pentium II Systems



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32MB · 3.2GB HD · 24X CD · Yamaha

Starting from $1199

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- 440LX Pentium II Motherboard/512K Cache
- 32MB 10ns SDRAM Memory, up to 384MB
- 3.2GB Ultra ATA IDE HardDrive (9.5ms)
  Upgrade to 4.3GB Ultra ATA HD - add $40
- AGP 3D PCI Graphics Accelerator/4MB EDO
- Dual Universal Serial Bus Ports
- 2 Hi-Speed Serial/1 Parallel Ports
- ATX Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Yamaha 32PnP Wavetable Sound Card
- 180 Watt Power Amplified Stereo Speakers
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1199
Pentium II 266 MMX	$1399
Pentium II 300 MMX	$1599
Pentium II 333 MMX	$1899
Dual Pentium II 266 MMX	$2199
Dual Pentium II 300 MMX	$2599
Dual Pentium II 333 MMX	$3199

Hyper²LX Pro

32MB · 4.3GB HD · 24X CD · SB64

Starting from $1399

or finance it from $62/month

- 440LX Pentium II Motherboard/512K Cache
- 32MB 10ns SDRAM Memory, up to 384MB
- 4.3GB Ultra ATA IDE HardDrive (9.5ms)
  Upgrade to 5.2GB Ultra ATA HD - add $30
- AGP STB Velocity 128/4MB Graphics Card
- Dual Universal Serial Bus Ports
- 2 Hi-Speed Serial/1 Parallel Ports
- ATX Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 24X IDE CD-ROM (3600KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 180 Watt Power Amplified Stereo Speakers
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1399
Pentium II 266 MMX	$1599
Pentium II 300 MMX	$1799
Pentium II 333 MMX	$2099
Dual Pentium II 266 MMX	$2399
Dual Pentium II 300 MMX	$2799
Dual Pentium II 333 MMX	$3399

Hyper²LX Dream

64MB · 7.0GB HD · 32X CD · SB64

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or finance it from $69/month

- 440LX Pentium II Motherboard/512K Cache
- 64MB 10ns SDRAM Memory, up to 384MB
- 7.0GB Ultra ATA IDE HardDrive (9.5ms)
  Upgrade to 8.4GB Ultra ATA HD - add $40
- AGP ATI All-in-Wonder Pro/8MB Graphics
  2D/3D Accelerator · TV Tuner · Video Capture
- Dual USB/2 Hi-Speed Serial/1 Parallel Ports
- ATX Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 32X IDE CD-ROM (4800KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 350 Watt Subwoofer Speaker System
- 56K x2 Internal Fax Modem/Voice
- Windows 95 plus Super Software Bundle

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1799
Pentium II 266 MMX	$1999
Pentium II 300 MMX	$2199
Pentium II 333 MMX	$2499
Dual Pentium II 266 MMX	$2799
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Dual Pentium II 333 MMX	$3799

Hyper²LX SCSI

64MB · 4.3GB SCSI-3 · 24X CD · SB64

Starting from $1899

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- 440LX Pentium II Motherboard/512K Cache
- 64MB 10ns SDRAM Memory, up to 384MB
- 4.3GB Ultra Wide SCSI-3 HD (8ms 40MB/s)
  Upgrade to 9.1GB Ultra Wide HD - add $460
- Adaptec Ultra Wide SCSI-3 Controller
- AGP STB Velocity 128/4MB Graphics Card
- Dual USB/2 Hi-Speed Serial/1 Parallel Ports
- ATX Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 32X SCSI CD-ROM (4800KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 350 Watt Subwoofer Speaker System
- 56K x2 Internal Fax Modem/Voice
- Microsoft Windows NT 4.0 Workstation

Monitor Sold Separately (see next page)

Pentium II 233 MMX	$1899
Pentium II 266 MMX	$2099
Pentium II 300 MMX	$2299
Pentium II 333 MMX	$2599
Dual Pentium II 266 MMX	$2899
Dual Pentium II 300 MMX	$3299
Dual Pentium II 333 MMX	$3899

MONITOR OPTIONS

14"	Omniview 14"	1024x768/0.28 dp	$129
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15"	Panasonic S15	1280x1024/0.27 dp	$249
17"	AV2 F785	1280x1024/0.28 dp	$349
17"	Cybervision C70	1280x1024/0.27 dp	$369
17"	Innographics	1600x1200/0.26 dp	$399
17"	Panasonic S70	1280x1024/0.27 dp	$419
17"	Viewsonic GT775	1600x1200/0.25 dp	$599
19"	Mag DJ800	1600x1200/0.26 dp	$749
21"	CyberVision DS95	1600x1200/0.25 dp	$949

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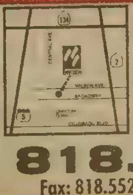

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continued from page 118

offices for software development in the UK and Australia, C2Net also has a subsidiary in Anguilla, the British West Indies, to register intellectual property and manage its overseas operations.

I recently met with C2Net President Sameer Parekh at his Oakland office to discuss how he became involved in cryptography, moving C2Net's software development off-shore, and his perspective on some of today's issues surrounding the debate on cryptography.

* * * * *

How did you get involved in cryptography? Was there something in particular that drew your attention?

I first started getting involved in Internet privacy and civil liberty issues when the Secret Service raided Steve Jackson Games in Austin, TX, in '90. I learned about what was happening under Operation Sun Devil and realized all the things the government was doing that compromised individuals' civil liberties.

I started doing some research and learned that cryptography is a very valuable tool for protecting people, organizations, and companies from both government and criminal abuse of freedom and privacy.

Where were you at that time?

I was in high school, in the suburbs of Chicago. But I was on the Net and used various BBSes. They had raided a BBS in Chicago that I was regularly using as well.

In the wake of the Steve Jackson Games raid in Austin, the EFF (Electronic Frontier Foundation) was founded. In the beginning, the EFF itself was primarily concentrating on law enforcement's confusion. But now, law enforcement is reasonably good at understanding the Net. I wouldn't say that for high-level FBI, but if you are down at the level of people who do the real work, they are reasonably well-aware of what is going on.

Today, the current Internet issue is cryptography and making sure people have the tools to protect themselves, as opposed to relying on the government to catch criminals.

What do you mean by using "cryptography to protect ourselves from criminals"?

On the Internet today, since cryptography is hardly used, any organized crime outfit or terrorist organization can rather easily break into banking systems and steal money from people's accounts. A more sophisticated terrorist could, for example, decide to shut down the world's trading networks in order to cause severe damage to the world economy. This is possible because we're not using strong cryptography widely.

This may sound somewhat basic, but many people, especially those not on the Net, don't see what all the fuss is about. What is crypto and to whom does it matter?

Crypto is basically the ability to make electronic communications more real; if it's authenticated, it is signed with someone's signature that you can say, "it is from that person." If it's confirmed that it hasn't been modified in transit you can look at it and see that there is no white-out on it.

I don't think that the everyday guy on the street really needs to care about the cryptography. The people who need to care are the businesses that they work with. Say you have a guy on the street and he loses his credit card. He is out $50. But VISA or the merchant or the bank are the ones who take the liability. I think that when companies realize that there is this huge risk they are opening themselves to, they are going to force their customers to talk to them in a secure manner.

Once consumers are forced to use this technology to communicate with companies, because the companies need to protect their own interest, then people will see the value of the technology for communicating with each other. When they are sending email to their Moms, they can say, "I don't want my neighbor to see this, even though it is just about last Thanksgiving."

What would a functional crypto system look like and how would someone use it?

I am just coming up with this off the top of my head so, I might make a few mistakes.

Suppose you wanted to open an account with a bank. You would go into the bank branch, because according to all the laws they have now, they want to see you in person and to sign all the documents. The bank would give you a floppy disk with some software on it. You would stick it in your PC and install Netscape to connect to their Web site. You connect over an encrypted link, enter your account number and other secret information that they gave you when you met in person. Your browser would then generate a private/public key pair to identify yourself and send in a request to the server with the public key saying, "Please sign this public key." The bank's server would send back a signed version of that public key. Now that you've got this signed copy of the public key on your PC, in the future, whenever your PC talks to the bank it will automatically give the bank the signed public key. When your PC and the bank perform this operation, the bank knows that you own the private key associated with that public key and will give you access to do whatever you want with your bank account.

In that case you won't need to remember a password. The risk is that someone will break into your PC and use the information on your PC to connect to your bank account. But if someone broke into your house they could just go through your filing cabinet and get the same sensitive information.

But if your computer is connected to the Net via a cable modem or ISDN, giving you a pretty live connection, your computer is less secure than your file cabinet.

Yes, the computer itself is less secure in that situation. But there are other ways around that problem. For example, there is smart card technology where you can have a card which has the key on it. Your computer may be insecure, but the computer isn't storing sensitive information. The sensitive information is stored on a card that you keep in your wallet. Whenever you sit down at your computer you can take the card out of your wallet, stick it in your computer, and the card is doing the authentication. You can even stick the card in a friend's PC, accessing your bank account from your friend's house. As long as you keep physical control of that card your friend will not have access to your bank account—even if he was watching every keystroke you typed or was storing every bit that came out of the smart card, he still does not have the ability to access your bank account.

Storing private information on a PC is certainly not the thing that people should be doing, but in the short term, that is what people are going to do until smart card technology is deployed. Once smart card technology is deployed, it will be just like sticking your ATM card in the ATM machine, except it will be more secure because the ATMs don't use strong authentication technology.

Stronghold was your first product. What is it?

Stronghold is an Apache-based Web server. We take the latest version of Apache, add all these nifty features to it, and sell that as a commercial Web server.

Stronghold is for people who want various features that Apache doesn't have, such as commercial support, encryption, more dynamic content, more database connectivity, or more bundled log analyzers. These are all proprietary features that we have added on to Apache and sell as Stronghold.

I am not sure that everyone knows about Apache. What is it?

Apache is a free Web server. The Apache Group (*http://www.apache.org/*) was founded in early '95.

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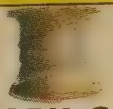

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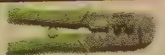

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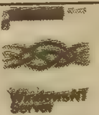

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After all the people at NCSA started working for Netscape, NCSA stopped doing Web server and Mosaic development. The people in the Apache Group had all been doing some development on the NCSA server and thought that the Internet community could not rely on NCSA to provide a free Web server to the Internet public. So, the Apache Group took the NCSA server and modified it, turning it into Apache.

Since then, the core has been completely rewritten and quickly, within less than a year, it became the number one server on the Internet.

Apache runs on every UNIX you can imagine—even some UNIXes that you cannot imagine—and there is currently an NT port in development. Currently, Apache and Apache-based Web servers run on a little over 50% of the domains on the Internet.

What is your relationship to the Apache Group?

I started using Apache at Community ConneXion as its Web server and realized what a great Web server it was. When I decided that Apache needed some encryption capabilities, I got involved in the Apache Group.

At first I just wanted to make encryption part of the Apache core. But because of patent licensing, trade secrets licensing, various partner relationships you have to get into, and export control laws, it was not really possible for Apache itself to have encryption built-in. Once I realized that we couldn't add it directly to Apache, I said, "I need to make a commercial version of Apache so that people could use strong crypto with Apache."

You do all of your software development off-shore. Why?

The reason is because we want to sell software worldwide. We don't want to limit our sales to within the US and Canada.

When Stronghold originally came out, it was just myself. I had written most of the commercial bits. A number of people asked, "Can you sell me Stronghold? I am in Germany." Because it is illegal to export strong cryptography from within the United States to outside North America, I couldn't sell them a version of Stronghold that was actually secure. I would have had to cripple it and make it insecure, then get an export license in order to sell it to these people.

Selling the customer a false sense of security is not something I want to do. I feel it is cheating the customer. Even though they know it is a crippled version, it gives people a false sense of security. If you have no encryption, you know you are not getting any security, but if you have some encryption, you might think you have security when you really don't.

You moved off-shore because the US government is actively regulating encryption. What is the international environment for encryption like?

The US government has been trying to bully other countries into adopting similar restrictions so that what we are doing can't be done, but they are not having a very good time of it. The Clinton Administration had hired this guy named David Aaron to go to the OECD meetings about cryptography and try to bully all these other countries into doing what the US wants them to do. He has since either quit or been fired and that position is unfilled. I think the US government has given up trying to bully other countries into adopting crypto restrictions.

> **On the Internet today, since cryptography is hardly used, any organized crime outfit or terrorist organization can rather easily break into banking systems and steal money from people's accounts.**

Even if another country adopts crypto restrictions, it's extremely unlikely that they would do things as badly as the United States. For example, in France it is illegal to use cryptography without a license, which is actually a worse situation than in the US. However, a French citizen can write crypto in the UK, even if he can't use it when he goes back home.

If you are a US citizen, you are bound by US law even if you are outside the US. So, even though we do our development in the UK and Australia, we cannot hire US citizens or permanent residents.

Do you also have a domestic version of Stronghold or do you import copies?

We had to re-develop outside the States what was already developed inside the States. We do all of our development outside the States and then we import it to sell within the States.

Are other companies also doing crypto development off-shore?

Sun is doing off-shore development, but not quite the same way we are. They have a partnership with a Russian company so that they can sell strong crypto worldwide. But they are not using the same product inside the US. They have a separate product developed by this Russian company for outside the US and they use their own product within the US.

There are other companies doing strong crypto internationally, but they are not US-based companies doing development overseas. Data Fellows in Finland, Brokat in Germany, Baltimore in Ireland. I believe that we are the only company with subsidiaries overseas doing development for US and worldwide distribution.

How competitive is the market overseas?

In the Web server market we don't have significant overseas competition. But for our more crypto-specific products, the SafePassage line of products, there is more competition from these internationally-based companies.

SafePassage does what?

While Stronghold is a large product, providing a host of features, the SafePassage products focus just on crypto. They don't do very much else.

The SafePassage Web Proxy is an add-on product to any standard Web browser. For example, if you are in Germany using Netscape's browser, you can't connect to a Web site securely because your browser was crippled for export from the United States. With SafePassage Web Proxy, you would be able to talk to the server using full-strength crypto; your browser would talk to the Web Proxy and the Web Proxy would talk to the server. Because the browser talking to the Web Proxy is all within the PC, it doesn't matter if that is unsecured, but when Web Proxy is talking with the server, that link is secure because Web Proxy was developed outside the United States.

The SecureTunnel product is similar, except more abstract. It can be used for any TCP application. Let's say you have a database application that you wanted to make secure or you wanted to connect to your mail gateway securely. Just put SecureTunnel on both ends and it acts as a crypto proxy.

Web Proxy and SecureTunnel are not end-user products that people can just download

continued on page 128

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w/AMD K6-233 MMX	$339.95
w/Intel Pentium 166 MMX	$249.95
w/Intel Pentium 200 MMX	$319.95
w/Intel Pentium 233 MMX	$389.95

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Tomcat 4 Dual
Dual Pentium · Triton HX 512K Cache · 4-PCI/5-ISA 8x72-pin SIMM · 512MB Max · 66MHz bus
AT form

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w/Intel Pentium 200 MMX	$379.95
w/Intel Pentium 233 MMX	$449.95
w/2 x Intel Pentium 200 MMX	$559.95
w/2 x Intel Pentium 233 MMX	$699.95

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Iwill P55XUW
w/Adaptec SCSI-3 Controller Triton TX · 512K Cache · 3-PCI/5-ISA · 4x72 SIMM/3x168 DIMM · 256MB Max
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Intel 440LX Chipset AGP Slot/4-PCI/3-ISA · 3x168pin DIMM · 384MB Max · Ultra ATA/33
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Intel 440LX Chipset AGP Slot/5-PCI/3-ISA · 4x168pin DIMM · 512MB Max · Ultra ATA/33
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ATX form

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w/Adaptec SCSI-3 Controller Intel 440LX AGP/4-PCI/2-ISA · 4x168 DIMM · 384MB · Ultra ATA
ATX form

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w/Intel Pentium II 266 MMX	$699.95
w/Intel Pentium II 300 MMX	$899.95
w/Intel Pentium II 333 MMX	$1199.95

$299.95
Tiger LX Dual
Dual Pentium II · Intel 440LX Chipset AGP Slot/4-PCI/3-ISA · 4x168pin DIMM · 512MB Max · Ultra ATA/33
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w/2 x Intel Pentium II 266	$1229.95
w/2 x Intel Pentium II 300	$1629.95

$399.95
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ATX form

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w/Intel Pentium II 300 MMX	$1049.95
w/2 x Intel Pentium II 266	$1299.95
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Intel	
Pentium 166 MMX	$109
Pentium 200 MMX	$179
Pentium 233 MMX	$249
Pentium II 233 MMX	$299
Pentium II 266 MMX	$449
Pentium II 300 MMX	$649
Pentium II 333 MMX	$949

Cyrix/IBM	
M2/686MX-166	$89
M2/686MX-200	$109

AMD	
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K6-200 MMX	$169
K6-233 MMX	$199

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16MB EDO	4x32	$34.95
32MB EDO	8x32	$59.95
64MB EDO	16x32	$199.95
32MB SDRAM	4x64	$69.95
64MB SDRAM	8x64	$179.95
128MB SDRAM	16x64	$399.95

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Supermicro P6DLS
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ATX form

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w/2 x Intel Pentium II 300	$1699.95

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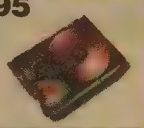

Maxtor 4.3GB Ultra ATA-33 IDE HD

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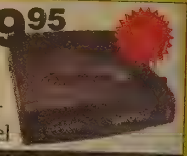

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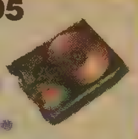

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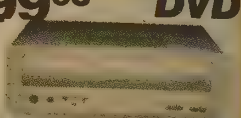

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Pentium 233 MMX	$249.95
Pentium Pro 180	$299.95
Pentium Pro 200	$499.95
Pentium II 233 MMX	$299.95
Pentium II 266 MMX	$449.95
Pentium II 300 MMX	$649.95
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8MB 2x32 · EDO 60ns	$19.95
16MB 4x32 · EDO 60ns	$34.95
32MB 8x32 · EDO 60ns	$59.95
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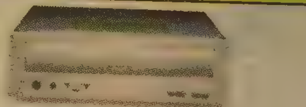

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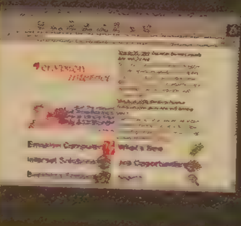

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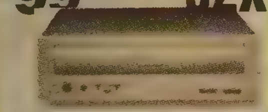

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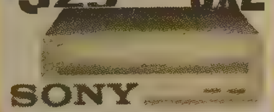

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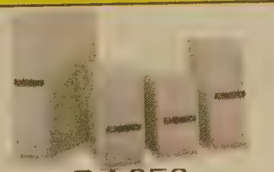

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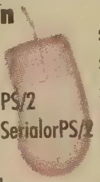

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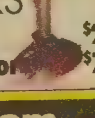

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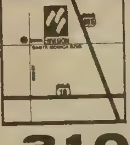

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What are some of the things your customers are doing with these products?

The state of Victoria, in Australia, is doing a project where residents can access various government records through a Web browser. They have set up kiosks in shopping malls and you can download the software to your PC. Using standard Web browsers you connect to our Web Proxy product. Web Proxy is doing full-strength encryption to the Web server. The Web server is using Stronghold Crypto Engine product, which is sort of like Web Proxy for Web servers; it takes Microsoft Internet Information Server, Microsoft's Web server, and it adds full-strength cryptography. This gives the residents of Victoria the ability to talk to their government securely.

A number of banks in Europe have bought SafePassage Web Proxy to give to their customers. Their customers use it to securely check their balance, transfer funds, and do all the kinds of things you want to do in a home-banking application.

C2Net has partnered with several companies that provide certificates. Why?

One partner is XCert Software. They do certificate authority and public key infrastructure management software. If you were deploying cryptography within an organization you need some way of certifying individuals, certifying Web servers, making sure everyone is who they say they are. XCert develops and sells software to meet those needs.

We have also partnered with VeriSign and Thawte, but they just issue certificates and authenticate people.

There is a lot of certification and public key infrastructure issues in the crypto industry, which is why we partnered with all these PKI (Public Key Infrastructure) companies.

As the uses of crypto grows, it looks as though everyone will end up with having to keep track of a growing number of certificates issued by different businesses and Web sites. Will this create problems for individuals, for the end-user?

I don't think that having multiple certificates is really a problem. If you've got ten certificates that are all stored on your PC, they are all encrypted with one password. You only have to remember one thing.

However, if you've got ten different accounts on ten different Web sites, you have to remember ten passwords. If you are going to have to remember ten passwords, more often than not, you are going to pick the same password for all ten Web sites. That is incredibly insecure—you give your password to one Web site and that site can pretend they are you at another Web site. When all you are doing is reading the *New York Times* on the Web it doesn't matter, but when you are transferring thousands of dollars from one account to another account, it becomes more important.

If you have ten certificates, this is not really a problem. You will have ten certificates from ten different certificate authorities, and you use each certificate for different things. The Internet protocols are developed in such a way that it is most likely that you won't even have to worry about which certificate to present to which entities. That will be negotiated automatically by the computers.

There are a variety of issues discussed with crypto where the connections are not always obvious. For instance, freedom of speech. In early December (12/8/97), there was a Federal Appeals Court hearing on the Bernstein case regarding encryption and free speech. Can you help explain how these issues are linked?

There are a few free speech issues with respect to cryptography. One is that because of the export restrictions, US citizens are restricted in their ability to speak on the Internet. It is a cryptography-related issue, but it is only a free speech issue because the US government decided to make it into an issue.

What sorts of things are restricted?

Basically two things: They restrict the publication of source code and they restrict the provision of technical assistance to foreign persons. So, if I was in the States and someone outside the States sent me email asking, "How do I do such-and-such crypto," I couldn't say, "Do such-and-such." That would be technical assistance in the development of an encryption item, and is illegal.

It's important to remember that the same speech current US policy seeks to restrict on the Net is protected speech in print.

Right. Even though many people believe that electronic speech is also protected speech, that hasn't yet been determined by the Supreme Court.

During the hearing, someone said, "It was perfectly legal for Dan Bernstein to publish 5,000 copies of his source code, on paper, and drop them over Baghdad. But it would not be perfectly legal for him to put it on a floppy disk and send it to his colleague in Australia."

Yes, it is perfectly legal to speak on paper about cryptography, but it is not perfectly legal to speak electronically on cryptography.

Could you give a brief synopsis of the Bernstein case?

I have been going to all the hearings since '95. I have been bringing the whole company to the hearings too because it has been a lot of fun and the Appellate Court building is so beautiful.

Dan Bernstein wanted to publish a paper which included source code to cryptography on the Internet. So he applied for a license to do so with the Department of State and they denied that license. Then he got in touch with EFF and John Gilmore. They decided to sue [the government] because they felt it was a First Amendment issue.

In the Ninth Circuit District Court, Judge Marilyn Patel ruled that source code was speech, and therefore has the full protection of the First Amendment. Because it has full protection of the First Amendment the current crypto regulations were unconstitutional and therefore Dan Bernstein has the right to publish his cryptography on the Internet.

Two weeks after that ruling, the United States government removed the crypto regulations from the Department of State and inserted them in the Department of Commerce, making Judge Patel's ruling moot. Her ruling had to do with one set of regulations and those regulations did not apply anymore, now there were new sets of regulations. Even though the new sets of regulations were exactly the same, or 99% the same as the old regulations, Judge Patel's ruling—the Ninth Circuit District Court's ruling—did not apply anymore.

They had to have another hearing. And she reaffirmed the fact that, even though the regulations are now in the Department of Commerce, they are still unconstitutional, and therefore invalid, and therefore Bernstein has the right to publish crypto. Of course, the US government appealed that decision and [in December] there was an appellate hearing with three federal judges. (For more information, visit the EFF Web site at: *http://www.eff.org*)

Professor Bernstein wanted to publish his paper on the Internet so his colleagues could discuss it. If cryptography becomes ubiquitous and all digital communications are encrypted, will that pose a threat to such things as mail lists and newsgroups where open, fairly spontaneous conversation is crucial?

If you are on a mailing list and you want to talk about things to a wide audience, you are not going to encrypt it so that only a few people can read it. You are going to make it publicly available, but you are going to make sure that it

continued on page 134

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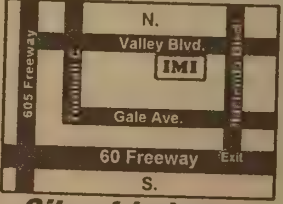

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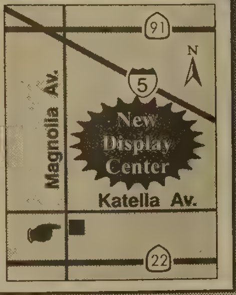

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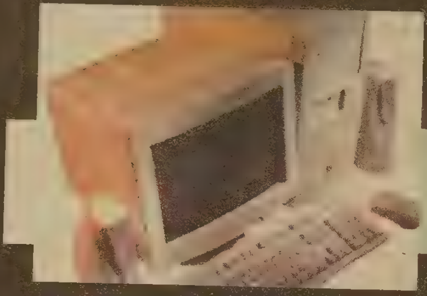

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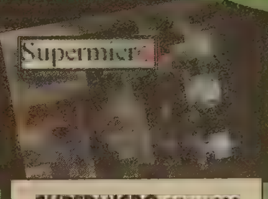

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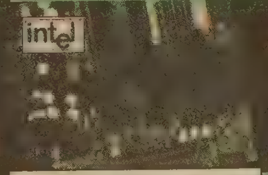

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AXIS

continued from page 128

is authenticated so that people know that you are the person who wrote it. Or that it's anonymous if you don't want anyone to know that you wrote it—and securely anonymous so that it can't be traced.

The deployment of anonymous communications, I think, has great potential for making open communication a lot easier. If people have the ability to speak anonymously, they will be less worried about saying sensitive things that will come back to haunt them later.

The point of everything being encrypted is that everything is encrypted from point-to-point, one-to-one communications. If you have a one-to-many communication you wouldn't be encrypting that. The only thing you might be encrypting is the origin, not the actual content.

And for anonymity, in the physical world there are laws guaranteeing anonymity for distributing political leaflets, for instance. Are there parallel protections on the Net?

It is still relatively undefined. The current belief is that the right to speak anonymously will translate to the Internet if a case about anonymous speech on the Internet came up. This is based on various case law not related anonymity, such as *Reno v. ACLU* (the CDA) and other Internet-related case law.

However, some people want to make anonymity on the Internet illegal. All of the laws proposed to ban spam also ban anonymous email. While I am no friend of spam, and would certainly want all the people who send spam to go to jail, I cannot support something that is going to ban anonymous speech on the Internet. I believe that anonymous speech is fundamental to free speech.

Do digital watermarks help verify the authenticity of a message?

Watermarks are a copyright issue, as opposed to a authentication issue. If I post something and want tons of people to read it, and I don't care about making money, then all I want is for all the people to know that I wrote it.

If I wanted to make money, and I wanted everyone who read it to pay a dollar, then I would have to have a watermark. So, for instance, if I gave you a document and you posted it on a Web page but I didn't want to you to post it on the Web, I could go to that Web page, look at it and say, "This is from a copy I gave you" and sue you.

In the physical world, watermarks are often an authentication issue. On currency, watermarks are used for authentication. But on the Internet, watermarks are meant to be used for copyright protection.

So, digital signatures are used for authentication?

Right.

Do digital signatures also help ensure that a document has not been altered? Are these issues coupled or separate?

The authentication and the integrity of a document are pretty coupled. If I've got a document and wanted to sign it, I would take the document and do a hash, and sign the hash.

A hash is...?

A hash is a mathematical function on the document, which is one-way. I could take the document and turn it into a hash, but then I couldn't turn the hash into a document. And based on the hash and the document, I couldn't create another document which generated the same hash. Then the hash gets signed.

> **I think that when companies realize that there is this huge risk they are opening themselves to, they are going to force their customers to talk to them in a secure manner.**

If the document is changed, when someone tried to verify it, they would do a hash of the document and would see that the hash of this other document is different from the hash that I had signed.

Is the control of personal information an encryption issue?

Controlling personal information is an extremely difficult task. I recently moved to a new house and I am trying to make sure that my address and my phone number are relatively restricted from public view. Before, when my business was at home, I wasn't doing much to prevent my address from being public. Now there is no reason for people to know my address. I have been trying to protect it and have realized how difficult a task it is.

Encryption does not make it a simple task, but it's a powerful tool to help people protect private information about themselves. I think that it's every individual's personal responsibility to protect their private information. I don't think that the government should pass laws saying that you can't ask someone for information and if they give it to you write it down. If I ask you for some personal information and you give it to me and I write it down and I give it to my friend or sell that information, you gave away that information in the first place. Companies have the right to do with it what they will.

Not everyone agrees with that position.

Right, not everyone agrees with that, but I believe it is everyone's personal responsibility to protect their own private information. And vendors and companies have an obligation to be upfront about what is going on. If I told you, "Give me your address, I am not going to tell anyone," and I tell the whole world by putting it up on my Web site, that's not right. But if I tell you, "Give me your address, and I'll send you junk mail," and you give me your address, there is no reason to be upset when you start getting junk mail.

At a conference I recently attended, someone made the comment that when browsers include certificates it will be it easier for commercial Web sites to gather more personal information about who visits their sites.

If it is not implemented right it would be easier for commercial Web sites to gather more information from the certificates. However, it is possible to implement a certificate system where you don't put any personal information in the certificate. It doesn't have your name in it, but is still assigned to you. You could present that type of certificate to sites that want a certificate, but you would not be giving them any details about yourself. Web sites can actually get value out of that by having a persistent identity and being able to understand their customers a little better without having to understand specifics about specific people.

The Net also makes it easier to aggregate information and re-purpose it.

Right, on the Net it is easier to collect information and it makes it more difficult to protect personal information. But encryption makes it easier—no, it doesn't make it easier, it gives people more tools to protect personal information about themselves. ■

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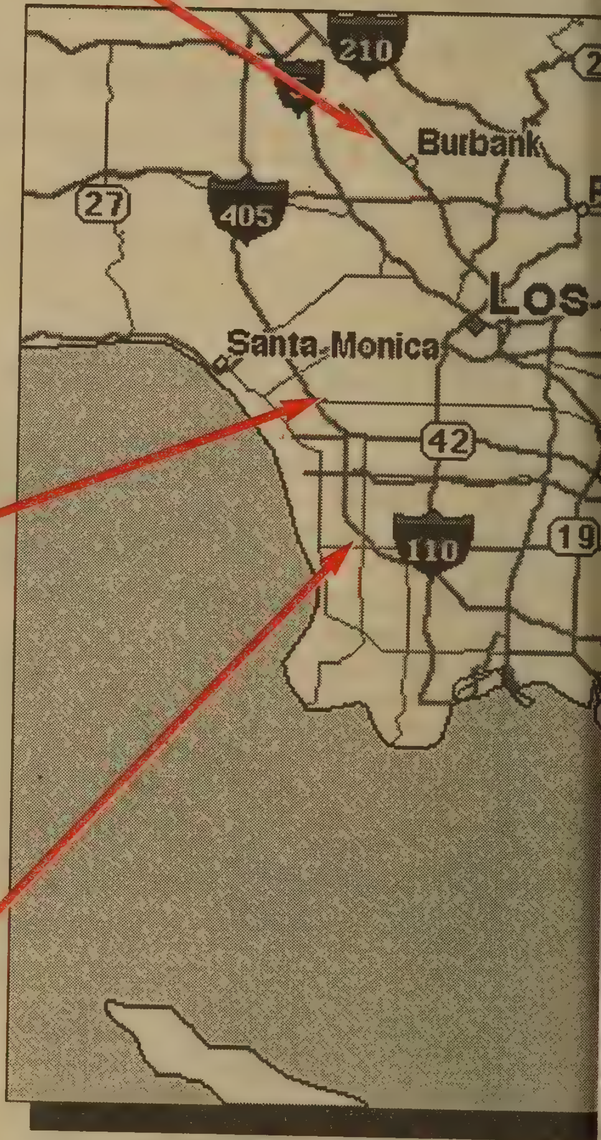

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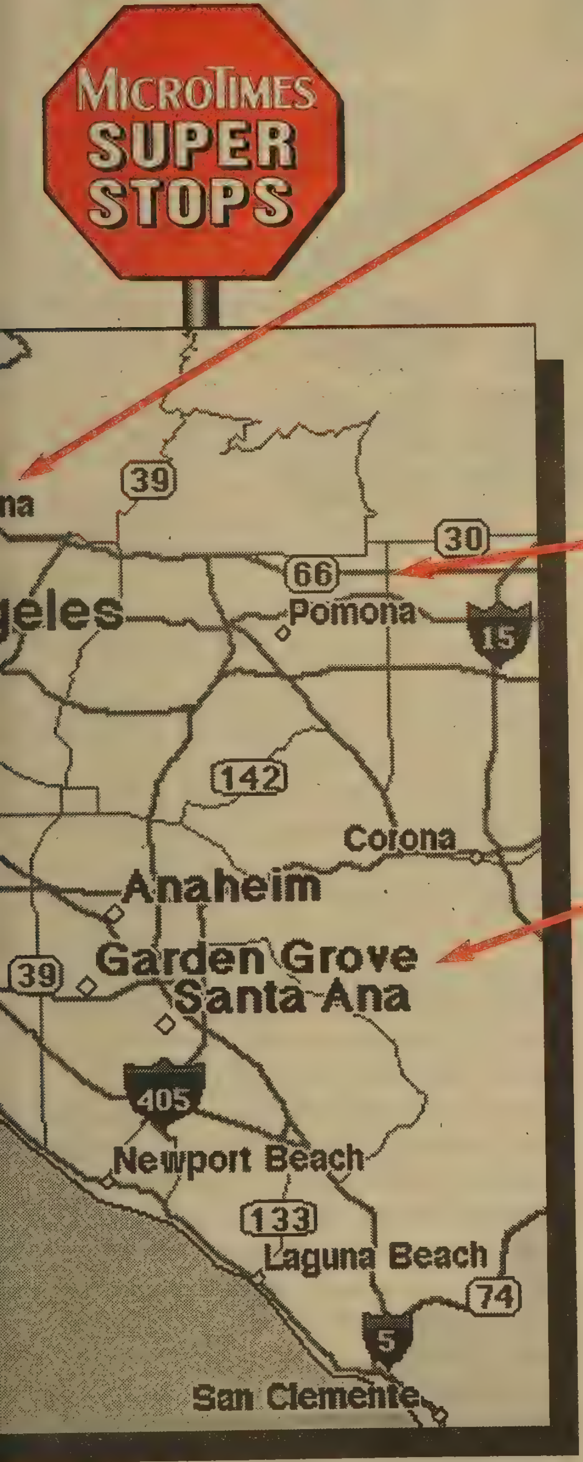

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CRYPTO WARS IN CONGRESS

NSA/FBI Push Key Escrow, Industry And Civil Libertarians Object Vigorously

By Ivars Bezdechi

As Washington lawmakers grapple with media-sexy subjects such as "pornography on the Internet" and other material considered in some circles to be "inappropriate," a heated debate on the ramifications of data encryption in a new world goes on behind the scenes, raising questions about free speech rights, privacy rights, freedom of information, and the interests of law enforcement and national security.

The basis of the entire controversy is the Clinton Administration's proposed Security And Freedom through Encryption (SAFE) Act (sometimes referred to as the "key escrow," "key recovery" or "Clinton Clipper III" act) which also contains provisions that would curb export of encryption software and technology to other countries. This law would force everyone who wants to encrypt a message or electronic files on a server or personal computer hard disk to hand over copies of the key to an outside entity or company. If a law enforcement agency on a local, state or government level is served with a warrant, the "key" to decode the files would be handed over by the third-party to the law enforcement agency. The rule would encompass Internet messages, financial and checking account records, word processing records, and the contents of any other computer files which would be of interest to a law enforcement agency doing an investigation. (The "escrow" part of the term refers to the escrow-like capacity of the entity—private or otherwise—holding the encryption key.)

The chief proponents of the federal proposal, the Federal Bureau of Investigation (FBI) and National Security Agency (NSA) argue that they need the stringent "key-escrow" scheme to effectively manage investigations which might involve information stored as data on computers as well as transmissions made over the Internet, just as they now possess the sophisticated technology needed to wiretap conventional phone conversations.

Although the proposed legislation also includes rulemaking which would broaden controls on the export of encryption technology to other countries, the debate over SAFE and another bill called "Promotion of Commerce Online in the Digital Era" (or in short, "PRO-CODE"), has shifted from an effort to relax export controls, to a concentrated effort against the broad new domestic controls and mandatory government access to private communications.

The Trouble With Key Escrow

While the government's position on the issue may be understandable on one level, opponents to the measure are leading the charge in questioning the integrity of the key escrow holders, who, in a sense, will end up guarding the chicken coop.

An undetected breach of security within the agency entrusted to keep the secret code could present a gigantic problem for every one of the key escrow agency's customers when such information falls into the hands of someone other than an authorized law enforcement agency. As a result of a security breach, the agency would then have to contact every customer and then issue new keys (assuming that they have the integrity to admit their own shortcomings in allowing such a breach to happen). Once the breach was identified and dealt with, those customers would need to immediately start using the new keys and then re-encrypt every document that used the old key.

Computer industry experts predict that the sheer financial cost of President Clinton's proposal will be astronomical, and that most agencies and companies will operate around limited liability guarantees; and that in case of a security breach, the policy will cause them to be tied up in endless court cases.

Counter-Escrow Arguments

The Washington, DC-based Center for Democracy and Technology (CDT) (*www.cdt.org*) has offered a "my lock, my key" approach, which it considers to be more reasonable and functional overall.

In tandem with CDT's lobbying efforts, a group of leading cryptographers and computer scientists released a report last May which examined the risks and implications of government-designed key escrow systems (*www.bsa.org*). The report, in part, cautions that, "the deployment of general key-recovery-based encryption infrastructure to meet law enforcement's stated requirements will result in substantial sacrifices in security and cost to the end user. Building a secure infrastructure of the breathtaking scale and complexity demanded by these requirements is far beyond the experience and current competency of the field."

In simple language, says Jim Dempsey, senior staff counsel for the CDT, these pieces of legislation are attempting to build something that can't be built. He says, "If you build it, or try to build it, you're going to make a mistake. The scheme they are trying to build will be too vulnerable. Trying to control all of these keys, and trying to keep track of all of these keys, and to do it without making mistakes, is simply not possible."

The "Security And Freedom Through Encryption" bill would force everyone who wants to encrypt a message or electronic files to hand over copies of the key to an outside entity or company.

He says that the key escrow proposal offered by the Clinton Administration and the FBI is a profoundly vulnerable system. Individuals who use the Internet (whether for banking, commerce, relationships, or maybe in the future, "tele-medicine" by consulting with doctors over the Internet) are probably not aware that all of those transactions without strong encryption are "insecure" or can be easily intercepted by a third-party.

"The key recovery [escrow] proposal offered by the administration is another window of vulnerability that will seriously affect the individual," Dempsey says. "The Internet as it stands now is very insecure. Its openness and networked nature makes it insecure. The only way to make it secure is through good security, brought forth with encryption which is easy to use, and as one person has said, 'double-click easy.'

"Right now, encryption in the voice communication world is most important with respect to wireless telephones, of which there are about 40–50 million customers," he adds. "The wireless telephone is an increasingly popular and seamless component of our telephone system. The security of wireless communications is very important. Encryption is central to any security program."

Balancing Act

Dempsey and the CDT clearly are not advocating a world where encryption and data protection and the interests of law enforcement cannot coexist. They simply want a policy that is technologically workable and protects free speech rights—which includes no government-sponsored domestic controls and substantial reform of laws governing the export of encryption technology outside of the United States.

Currently, strong and virtually unbreakable encryption schemes are widely available overseas, but US companies are expressly prohibited from exporting strong encryption products.

"This has had the effect of inhibiting the spread of encryption internationally and domestically, and that has left the Internet and other communications infrastructures vulnerable. We believe that law enforcement will have many avenues available to it, even in a world of widespread encryption," Dempsey says. "Law enforcement will not be crippled by the widespread use of encryption, and in fact, the widespread use of encryption will prevent crime."

The War Drags On…

Groups such as the CDT, the Internet Privacy Coalition, Electronic Frontier Foundation and Voters Telecommunication Watch have been successful in thwarting some of the most egregious "Big Brother" provisions of government-sponsored encryption legislation.

However, Dempsey is not ready to claim victory. He described these different proposals and counter-proposals and amendments as being in "perilous gridlock."

"We've never had controls domestically on encryption technology. But the FBI's proposal would be devastating to the future of the Internet," he says.

Dempsey attributes the administration's and government law enforcement's "Big Brother" approach to "the fear of having to do things in a different way."

"The FBI is trying to fight the technology rather than use the technology to its benefit," he argues. "In a technological environment which is characterized by decentralization and user control, the FBI is trying to impose centralized decisions and centralized structures on the user of controls—in this case, by depriving the user of the control and use of his or her keys." ■

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Online Resources:

Center for Democracy and Technology

URL: *http://www.cdt.org/*

The Center for Democracy and Technology, a non-profit public interest organization based in Washington, DC, works to develop and advocate public policies that advance constitutional civil liberties and democratic values in new computer and communications technologies. Its Web page includes more information about pending encryption legislation at *http://www.cdt.org/crypto/* .

Internet Privacy Coalition

URL: *http://www.privacy.org/*

The mission of the Internet Privacy Coalition is to promote privacy and security on the Internet through widespread public availability of strong encryption and the relaxation of export controls on cryptography.

Encryption Policy Resource Page

URL: *http://www.crypto.com/*

The Encryption Policy Resource Pages is an issues-oriented place on the Web for information about the United States' encryption export restrictions. The Web site also maintains an "adopt a legislator" email program at *http://www.crypto.com/member/* for concerned netizens.

Voter's Telecommunications Watch

URL: *http://www.vtw.org/*

The Voters Telecommunications Watch (VTW) is a New York-based citizen-based Internet civil liberties group. It organizes citizens in individual Congressional districts, lobbies state and federal legislation, and occasionally raises money for a worthy cause, but never itself.

Rep. Goodlatte's Encryption Page

URL: *http://www.house.gov/goodlatte/encryption.htm*

Latest news about pending encryption legislation from Rep. Bob Goodlatte (R-VA).

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BMUG • By Peter Linde and Sam Penrose

Encryption, Privacy, And Your Macintosh

Two Views Of PGP

In our column this month, Sam will start off with some cautionary advice about encryption of data; then I'll talk about why I feel so strongly that everyone should encrypt just about everything, and give some brief instructions on how to get, install, and use PGP for the Mac.
—Peter

Playing With Guns

By Sam Penrose

The US government defines strong encryption software as a "munition" and threatens to jail those who export it for threatening the national security. Computer pundits see strong encryption software as a tool for preserving the liberties that make America worth fighting for.

I tend to agree with the pundits' arguments against regulation, but some preliminary research on cryptography suggests that they may have something to learn from the government as well.

> The first problem with strong cryptography is that it works. Once you've encrypted a file with PGP or another standard of equivalent robustness, it can only be recovered with the proper key. Lose the key, and you have lost the file.

O'Reilly and Associates has a book out on the leading personal cryptography product: *Pretty Good Privacy* by Simson Garfinkel. Its sections on cryptographic theory and history are wonderfully clear. I originally planned to review *PGP* (the book) for this column, but Garfinkel hasn't updated it in three years.

PGP doubles as a manual, which is great if you want to use v2.6 for DOS or UNIX. The software has now passed release 5.0. If all you want is background and you don't mind paying $30 and leafing through pages of outdated software tips, Garfinkel's *PGP* is a great book.

If there is a book on PGP written since 1995, I can't find it. For breaking information on PGP, check the *comp.security.pgp* and *alt.security.pgp* newsgroups, or visit the links page listed at the end of this piece. There are five "current" versions of the program, so be prepared to do some research.

Rather than add to the chorus of praise for PGP, this piece will look at some problems with the technology as explained in Garfinkel's book.

Be Careful What You Ask For

The first problem with strong cryptography is that it works. Once you've encrypted a file with PGP or another standard of equivalent robustness, it can only be recovered with the proper key. Lose the key or the key's pass phrase (what you type to access the key), and you have lost the file. Keep a copy of the file or your passphrase lying around, and your "strong" cryptography becomes not so strong, making the exercise somewhat pointless.

Verify, But Don't Trust

Concealing your key doesn't have to be a problem if you only want to secure a file while it's in transit. For that situation, the preferred method is "public key" cryptography. A public key is a very large number mathematically related to another very large number, the corresponding "private key," in such a way that the private key is very hard to identify if all you have is the public key. This relationship allows the wide distribution of a public key for encrypting files that can only be decrypted by the holder of the private key. Thus I can post my public key on my Web page and you can use it to send me a file that can't be read even by others who have visited my page unless they break the underlying cryptography or have access to phenomenal computing power.

Public key cryptography has its own inherent problem. You turn to cryptography because you don't trust someone: your coworkers who might snoop on your hard drive or the general Internet population who might read your email. Ironically, every use of public key cryptography is inherently an act of trust. To encrypt a file with a public key is to say that you trust that the public key belongs to a specific person. (It may also say that you trust that person to handle the file and their own private key appropriately, another iteration of the first problem inherent in all strong cryptography.) If your best friend hands you a floppy disk saying "here's my public key," the need for trust may not seem like such a big deal. But how many people do you know that well?

continued on page 146

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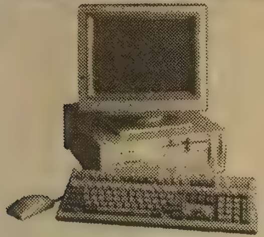

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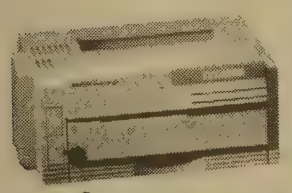

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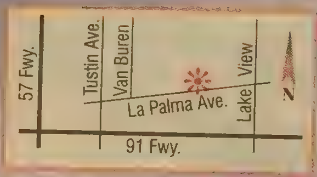

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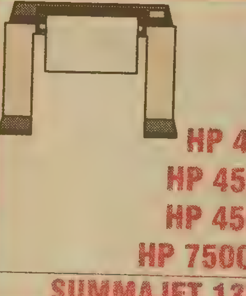

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AMD

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MMX 233 MHz	$969

AMD

K6 MMX 166	$779
K6 MMX 200	$882
K6 MMX 233	$869

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- PCI dual EIDE & FDD controllers
- Fast I/O w/ 2S, 1P ports, & flash BIOS
- 32 MB EDO RAM
- 3½" 1.44MB Floppy Drive
- 2.0 GB Enhanced IDE Hard Drive
- 64 BIT Graphics acclratr 2MB w/ MPEG
- 20X CD-ROM, 16 bit Stereo Card, Speakers
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- Mini-Tower case w/ display & 230W P.S.
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MMX 233 MHz	$1,099

AMD

K6 MMX 200	$959
K6 MMX 233	$999

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- PCI dual EIDE & FDD controllers
- Fast I/O w/ 2S, 1P ports, & flash BIOS
- 32 MB EDO RAM
- 3½" 1.44MB Floppy Drive
- 4.0 GB Enhanced IDE Hard Drive
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- 24X CD-ROM, 16 bit Stereo Card, Speakers
- 56 KBPS Internal Modem
- 15" SVGA Monitr N.I. .28 D.P.
- Mid-Tower case w/ display & 230W P.S.
- Win 95 104 KB, Hi-rez mouse & pad

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AMD

K6 MMX 200	$1,549
K6 MMX 233	$1,649

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- 512K pipeline cache
- PCI Dual EIDE Controllers w/ UATA support
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- 32 MB EDO RAM
- 3½" 1.44MB Floppy Drive
- 6.4 GB EIDE UATA Hard Drive
- Diamond 3D II w/ 4 MB SGRAM
- 24X CD-ROM
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- 56 KBPS Internal Modem w/ Voice
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- Keytronic 104 KB, Dexxa mouse & pad

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Win95 Full ver. SR2 $89

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INTEL Pent.

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- 3½" 1.44MB Floppy Drive
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- (or Diamond 3D 3000 w/ 4 MB VRAM)
- 24X CD-ROM, SB AWE64 Card, 160W Speakers
- 56 KBPS Internal Modem
- 17" SVGA MAG DJ700 / NEC A700 Monitor
- Mid-Tower case w/ 250W P.S. & dual fans
- Keytronic 104 KB, Dexxa mouse & pad

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- Adaptec 2940 UW SCSI controller
- Diamond 3D II w/ 4 MB SGRAM
- Heavy duty full tower w/ 300W P.S. ATX
- Keytronic 104 keyboard
- Logitech Dexxa 3 Btn. mouse
- 15" SVGA Monitor N.I. .28 D.P.
- Toshiba 16x CD-ROM (SCSI)
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IBM SERVERS

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Server 330	$4.999	PII-233, 64 MB, no Hard Drive, SCSI RAID controller, 8x SCSI CD-ROM, NIC, Hot swappable

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continued from page 142

There is a partial workaround to this problem, the Web of Trust, which relies on the fact that public key cryptography can be used to authenticate messages as well as encrypt them. Via another mathematical function, I can use my private key to "sign" a message in such a way that anyone with my public key can verify that it came from someone with access to the private key for that public key and that it hasn't been tampered with in the interim. By signing someone else's public key, I verify it for anyone who trusts my public key. As a consequence, you can expand your "Web of Trust" as far as your friends' signatures will take it. What you can't do is to expand it as far as your friends' acquaintances' signatures will take you. If you see a friend's signature on a stranger's public key, your friend is certifying the stranger's identity (in practice, their name and email address), not their trustworthiness for verifying the keys of other strangers or any other purpose.

This can be a subtle distinction, as I recently learned to my regret. I vouched for an email acquaintance named "Smith" to another email acquaintance who wanted to buy a computer. There are actually two Smiths, Smith and Smith Jr., and neither I nor the buyer remembers whether he specified one of them. At any rate, the one I trusted was Smith, and the vendor was Smith Jr. Maybe the query was ambiguous or maybe I just blew it, but the upshot is that Smith Jr. turned out to be a rip-off artist. Public key cryptography might have helped with the confusion over Smith versus Smith Jr., but I would have vouched for Smith Jr. on the basis of knowing his father anyway. I confused identity with trustworthiness, which is a mistake that public key cryptography can't prevent. For that reason, its effective use requires constant vigilance.

Someone walked into the fourth-floor office of a vice-president of one our large clients and walked out with his PowerBook. That PowerBook had on it the details of a billion-dollar merger that the VP was in the process of negotiating.

No Such Thing As An Unloaded Gun

The underlying problem with strong cryptography programs is like the underlying problem with guns: they are powerful tools, but only those with training and discipline can use them safely and effectively. The government's decision to call strong cryptography "munitions" may be a way of enforcing a bad policy. The analysts who oppose restrictions on cryptography may be fighting the good fight. But too many of them portray PGP and similar software as utilities for accessorizing your computer, with the civil liberties angle thrown in for cachet. These are serious programs whose use and misuse entail serious consequences. Want to play around with them? Don't forget that you are playing with guns.

PGP: Get it, Use It

By Peter Linde

I am going to take a pretty strong stance about PGP: Everyone should get it. And everyone should use it. Not just on your truly important or confidential mail and documents, but on everything you send or transfer to another computer, as well as personal or confidential documents that you keep on your own hard drive.

I don't believe in strong encryption (without government key recovery, by the way) because of the semi-wacky arguments that it provides the last and best defense against a police state. I believe in it for one simple reason: privacy.

I'll give you a few examples of what I mean:

Example #1: I once heard a computer consultant joke, "You can hide it from your priest. You can hide it from your therapist. But you can't hide it from your computer consultant." I knew exactly what he meant. At my consulting company, we are regularly called upon to recover our client's data from their crashed hard drives. We use standard tools available to anyone. At minimum, those tools display to the person performing the recovery the name of every file on a hard drive. In worst case crashes, we occasionally must look inside the files to make sure that we are recovering the real data.

You wouldn't believe what I have seen. Maybe you would. Go look at your own hard drive and imagine that your boss or some stranger had free access to everything on it. See anything you might like to hide?

Example #2: Someone walked into the fourth-floor office of a vice-president of one our large clients and walked out with his PowerBook. That PowerBook had on it the details of a billion-dollar merger that the VP was in the process of negotiating. Fortunately, the data was backed up, but one is left to wonder if this was a random theft or an act of industrial espionage.

Example #3: That email you just sent. You may think of it as a private conversation between you and the recipient, but in fact, many people can read every word you wrote as it travels from your machine to the machine of the person to whom it is addressed.

First off, if your computer is on a network, anyone with a simple packet analyzer (they are available for free on the Web) can read everything as your post travels from your machine to your mail server. Once your post makes it to your mail server, anyone with physical access to that server can read your mail. They may even be able to set up the server such that it automatically forwards a copy of any mail addressed to you to their own account. In fact, most corporations reserve the right to view the contents of email sent or received by their employees.

Computers and email make our lives so much more convenient, yet the nature of digital storage and transfer of information is the very problem. As any software vendor can tell you, it's just too easy to make copies. Each leap in information technology, from monks copying manuscripts by hand to modern computers, has allowed for information to be copied more quickly, more accurately and more efficiently.

There has probably never before been a method of communication and data storage that people believed to be so secure, and yet was so easily breached as computer disks and email systems.

Many people believe that sending an email is like sending a letter or even making a phone call. They have come to count on these systems of communication to be private. Of course, all can be breached. But none so easily as computer-based systems. For example, before the government can listen in on your phone calls, they need to go through a significant legal process. They then have access to equipment and methods that the average citizen just doesn't have. I am not saying that others can't tap your phone, but there are major technological hurdles in the way of doing so.

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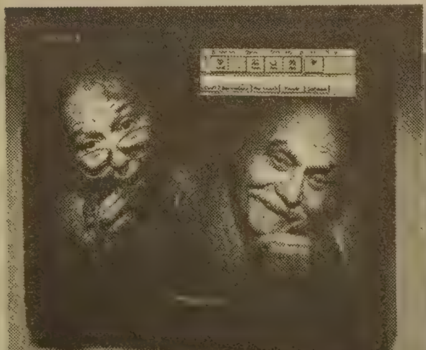

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On the other hand, practically anyone with a computer, a modem, and a keen enough interest could swipe your data or intercept your email. And even someone without any of those can see everything on your hard drive if they just steal your computer. It happens all the time.

So, should you be encrypting your personal mail and files? Assuming you answered yes, read on to find out where to get PGP for the Mac and how to install and use it.

Using PGP

To get PGP, simply point your browser to *(http://www.pgp.com:8001/freeware/PGPfreeware553.hqx)*. There you will have to fill out a form declaring that you are in the US and promising not to forward the program to anyone outside the US.

Once the installer is downloaded on to your hard drive, double-click on it. Carefully read all the terms of use and the ReadMe (just kidding!) and then install the software.

Restart your computer. You will find a PGP 5.5 folder on your hard drive. In addition, the installer will also place a few extensions in your system folder. If you use Emailer or Eudora, you will find that you can now encrypt and decrypt files from within these programs. PGP is better integrated with Emailer, but works just fine with both products.

Using the PGPkeys application, you can instruct PGP to place an icon in the menu bar of specific programs so that you can access PGP encryption from any program you choose.

Encrypting, decrypting, and signing with PGP are pretty straightforward. Understanding how it all works can be a little tricky. PGP 5.5.3 comes with a manual in PDF format, but even better than that, it now supports AppleGuide. Take few minutes and read through the AppleGuide files. It is well worth the effort.

Once you are ready, create a key for yourself. All of PGP's functions are available through the PGPkeys program. You might also want to take a minute or two to check out the various preferences available under the Edit pulldown menu. I strongly recommend that you check the box that says, "Always encrypt to default key." The default key is the one that you create for yourself. This will allow you to always decrypt any mail that you send to anyone. Remember: you encrypt email with the public key of the intended recipient(s). Anyone whose public key is not included at the time of encryption (including you!) will not be able to decrypt an encrypted message.

Never tell anyone your private key. This is the only protection you have in the world of encryption. And considering that PGP allows you to digitally sign email (proving that it came from you and has not been altered since you sent it), it is important that you never share your private key with anyone.

But how do you get other people's keys? Easy—they can mail them to you as text. Simply drag your key from the PGPkeys window into any application that supports drag and drop. Or, you can use your PGPkeys application to do a search on a Key Server. You can search by name or email address. Feel free to get my key by searching on the Key Server for *"pbl@lindegroup.com"*. I will happily reply to any encrypted email with an encrypted response. Make sure you send your key to the Key Server. Without it, I won't be able to reply in an encrypted form.

PGP is so well-designed that it is easy and actually fun to encrypt and decrypt messages. Give it a try. Protect your privacy. ■

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RESOURCES:

PGP: Pretty Good Privacy
By Simson Garfinkel
O'Reilly and Associates
1-800-889-8969 (US/Canada credit card orders)
1-800-998-9938 (US/Canada inquiries)
or (707)829-0515 (local/overseas).
URL: *http://www.ora.com/catalog/pgp/*

PGP Link Page:
URL: *http://www.pgp.com/service/links.cgi*

What Is BMUG?

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BMUG publishes and distributes some of the best computer books and CD-ROMs available. Our semi-annual 400-page "Newsletter," sent to every member, contains scores of articles on every facet of Macintosh computing, the Internet, and more, plus hundreds of megabytes of useful software on the included CD-ROM, all without a single advertisement. Our three BBSes are thriving virtual communities where thousands of people share information about everything from how to defragment a hard drive to how good the latest Emma Thompson movie is, all presented through the friendly FirstClass user interface.

The BBSes also offer access to much of our constantly updated software library. BMUG offers volunteers a broad range of opportunities to learn valuable skills while helping people and having fun. We support over a dozen free Special Interest Groups aimed at everyone from complete beginners to professional programmers, where any member of the public can come to get questions answered. Members can make appointments with our valiant volunteer hardware gurus to get memory installed or mysterious problems examined.

You can learn more about us on our Web page at *http://www.bmug.org*, where you'll find schedules, maps, our guide to the best products for MacOS and general computing, and software and instructions you can use to take a free tour of our Planet BMUG and BMUG Boston BBSes, available by direct dial or over the Internet. Our office at 2055 Center St. in downtown Berkeley is open from 9 am to 5 pm. Come say hello there or at one of our meetings: weekly on the UC Berkeley campus and monthly in San Francisco and San Jose. For more information, call the announcement line at (510)549-2684, ext. 8. You can also fax us at (510)849-9026 or write us at 1442A Walnut St. #62, Berkeley, CA 94709-1496. Join us!

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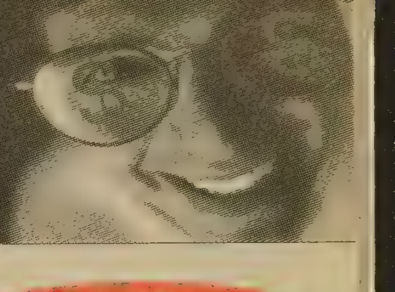

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SDRAM 168 Pin

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168 Pin Dimm

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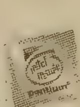

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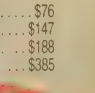

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Online Guide

INTERNET • BY JOHN S. QUARTERMAN

Is The Internet A Commons?

Second Of Two Parts

Finally to the question: Is the Internet a commons?

The most basic characteristic of a commons is that it is of fixed size, and, therefore, exhaustible. It is a field of grass, or a mine of copper, or some other natural resource in the traditional economic or Marxist sense.

The Internet has been doubling in size every year since 1988. That's approximately 100% growth every year for nine years. Compare that to current worldwide human population growth of about 1.4% per year. If the Internet is a commons, it surely should be barrelling head-on into a tragedy.

This point is important. Many people see "100% growth rate" and think of absurd sales projections they have seen in advertisements. But this 100% growth rate is not a projection. It is based on solid historical figures, collected systematically over years. It is real. We can quibble about whether it's 80% or 120%, and certainly it differs from country to country. But overall the historical Internet growth rate *(http://www.mids.org/internet/growth/)* has been approximately 100% worldwide since 1988. Not 5%, not 10%, not 50%: 100%. This is a sustained growth rate unmatched by any other technological mechanism in the history of the world, so far as I am aware (I am actively searching for similar systems, and I solicit examples).

> **Why do people want to regulate the Internet? Because, many say, it's a commons, and if use of it is not regulated, access will be inequitable, and those who do have access will destroy it by overuse, like cows overgrazing a field of grass. This opinion has appeared in print in very respectable places.**

Broadcast radio or TV could be considered a commons, because they use limited numbers of channels. But the Internet does not have channels in this sense. It is true that Internet Protocol (IP) addresses are limited, consisting as they do of only 32 bits. However, a technical solution has been specified and standardized for years, with usable implementations. That solution, called IP version 6 (IPV6) or IP Next Generation (IPNG), is not yet widely deployed because so far it hasn't been needed, even though the Internet has been doubling in size every year since 1988. It hasn't been needed partly because of conservation, in that IP addresses are allocated in a much more efficient manner these days than they were when IPNG was being designed.

Perhaps even more relevant is recycling. The average intranet (internal corporate internet) these days uses one of a small number of IP network addresses reserved for that purpose. An unlimited number of companies or other organizations can use the same such IP address simultaneously, with no ill effects whatever on any of those organizations or on the Internet. No matter how many organizations use the same IP address for that purpose, they can never use it up, no more than they can use up the number nine.

Here we have a basic difference between the Internet and Hardin's commons. Some of the most basic Internet resources are inexhaustible. Not because ongoing technical fixes are required to keep increasing the amount of resource available, but because they really are inexhaustible, in the same sense as the number nine or the word yes.

Other Internet resources can be exhausted, at least in the near term. If every Internet user right now decided to reload a Web page all at the same time, many Internet links would be saturated; all their bandwidth would be used up. But this is still not like Hardin's commons. A few moments later, all that bandwidth is free again; as if the grass sprang back up as soon as the cows stopped eating.

Nonetheless, the total number of Internet users is rapidly increasing, and thus they use more bandwidth. Will all the Internet's bandwidth be used up, like grass grazed to exhaustion? No.

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Using the Internet doesn't make it wilt. You can't use up bits, anymore than you can read up the words in a book. You can use up a book, for sure, and you can eventually wear out an Internet router. But you can't use up the bits or the words. And passing more data through an IP link doesn't produce the kind of wear that happens when you roll a wheel or use some other mechanical machine, nor the kind of consumption that happens when you eat a plant.

Using the Internet makes it grow. Each new user comes with a batch of money that that user pays to an ISP (or perhaps pays more indirectly in the case of universities). That ISP uses the money it receives from its users to add more modems, routers, and external bandwidth. It also uses the new money and users to attract more capital from banks, private investors, and the stock market.

There are of course secondary costs, in that Internet links require computers and metal or fiber optic communications links, which require mining, manufacturing, distribution, etc. But the total physical and economic resources required to support the current Internet, or for that matter a future Internet large enough for every person on the planet to be a user, are small compared to, for example, the resources already being used to feed all the people on the planet.

I could be wrong about that. If someone seriously wants to argue that the Internet is a commons in some sense (rather than simply baldly asserting that it is without any supporting arguments or evidence), secondary costs would be a good place to start. Bandwidth is not a good place to start, because bandwidth simply is not analogous to grass.

Furthermore, the resources used to actually transfer information through the Internet are certainly less than for almost any other communications medium. You don't have to chop down trees to make more bits.

The Internet is not a commons. Pretending it is would only lead to bad political and economic decisions. Let's see the Internet for what it is: a communications mechanism, of a new kind, without many of the restrictions that apply to previous communications mechanisms such as books, magazines, radio, and television, and not comparable to a field of grass.

Political Implications

Economics always has political implications, and Hardin is well aware of that. He asserts: "Freedom in a commons brings ruin to all." That may or may not be so; we will not argue it here.

But freedom on the Internet brings growth of the Internet; both in number of users, nodes, and links, and in the information available on it and in the organization of that information.

Viewing the Internet as a commons leads to recommendations of volume charging to limit bandwidth usage (that is precisely what *Science* recommends). But with limited bandwidth usage only three years ago we would not

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have seen the explosive growth in usage of the World Wide Web (WWW) that did occur. WWW is exactly the application that attracted so many new users to the Internet that there are now approximately eight times as many people using it as there were in 1994. (Not 8%: eight times, or 900%.) Few people would have been willing to use the Web if they had been required to incur hefty costs each time they transferred a large graphic. If there had been charges for short-term volume usage before that, we would not have had Gopher (the predecessor of WWW), anonymous FTP (the long-standing mainstay for transfer of large files), or for that matter electronic mail (the most basic Internet application).

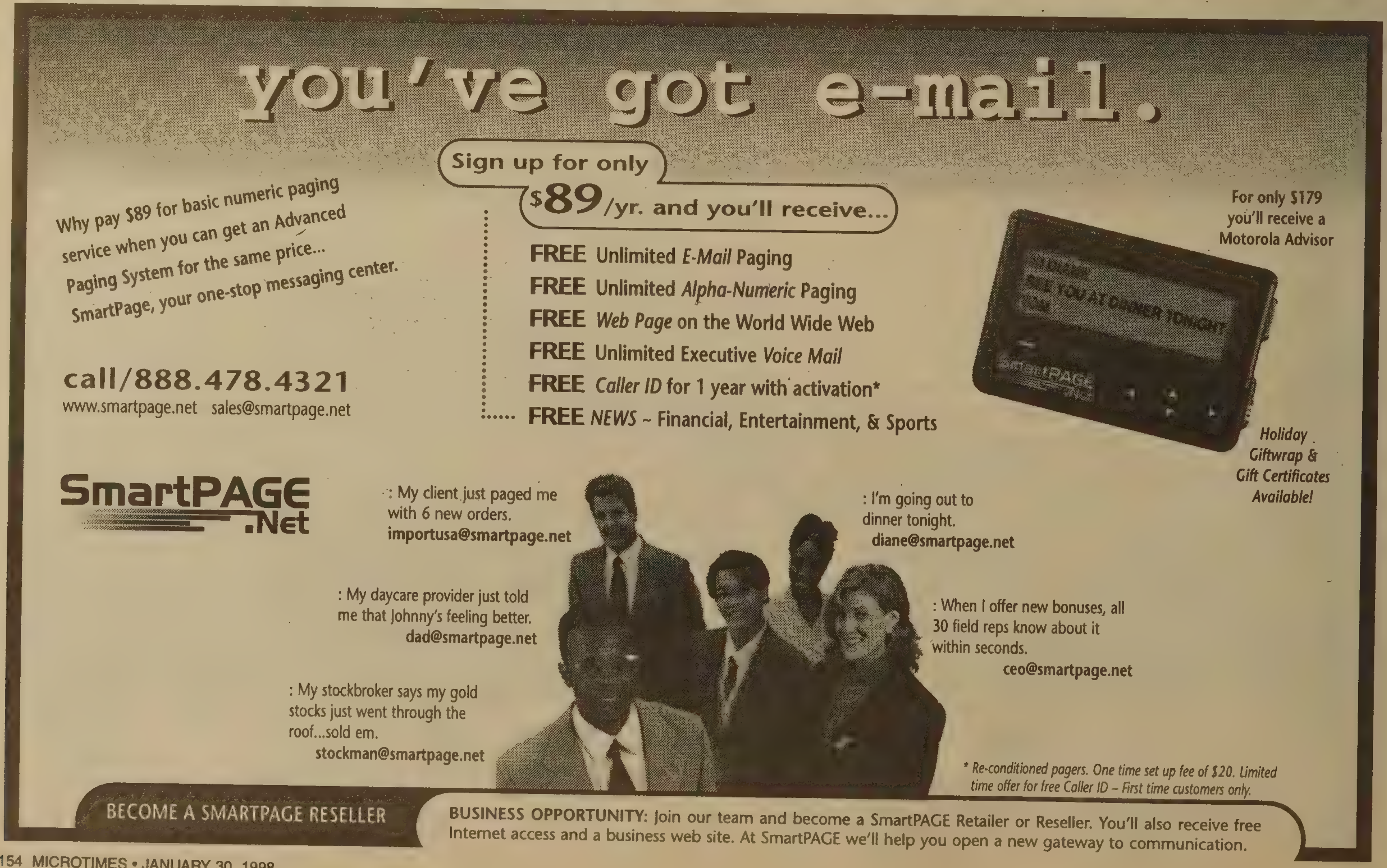
Short-term volume charging is short-sighted, and omits the long view that liberal use of bandwidth is exactly what has led to the growth of the Internet.

Similarly, viewing the Internet as a commons leads to the view that content distributed over the Internet must be regulated so that good content will not be inundated with bad. But the Internet does not have limited channels like radio or TV. Content regulation for that reason is not valid. Content regulation by Internet carriers for the protection of minors is also not valid. Such protection belongs on the receiving end, as we and many others, including the US Supreme Court, have discussed at length *(http://www.mids.org/mn/707/cda.html)*. As the Supreme Court Justices put it: "the Internet is `a unique and wholly new medium of worldwide human communication.'"

This does not mean that there is no need for restraints on bandwidth usage. However, such restraints already exist, in the form of volume charging of larger granularity, such as hourly usage charges and monthly aggregate bandwidth usage charges.

More importantly, they exist in the form of technical mechanisms such as the Van Jacobson TCP slow-start algorithm. In Hardin's day, the only way to "legislate temperance," as he put it, was to appoint bureaucracies of people to make case-by-case decisions. In our day, we can write computer programs to implement algorithms for technical temperance decisions. Now it is well known in the Internet technical communi-

> **No one would be foolish enough to say the Internet ended the Cold War and thus improved national security in a nuclear world, yet it did have a role in that historical process.**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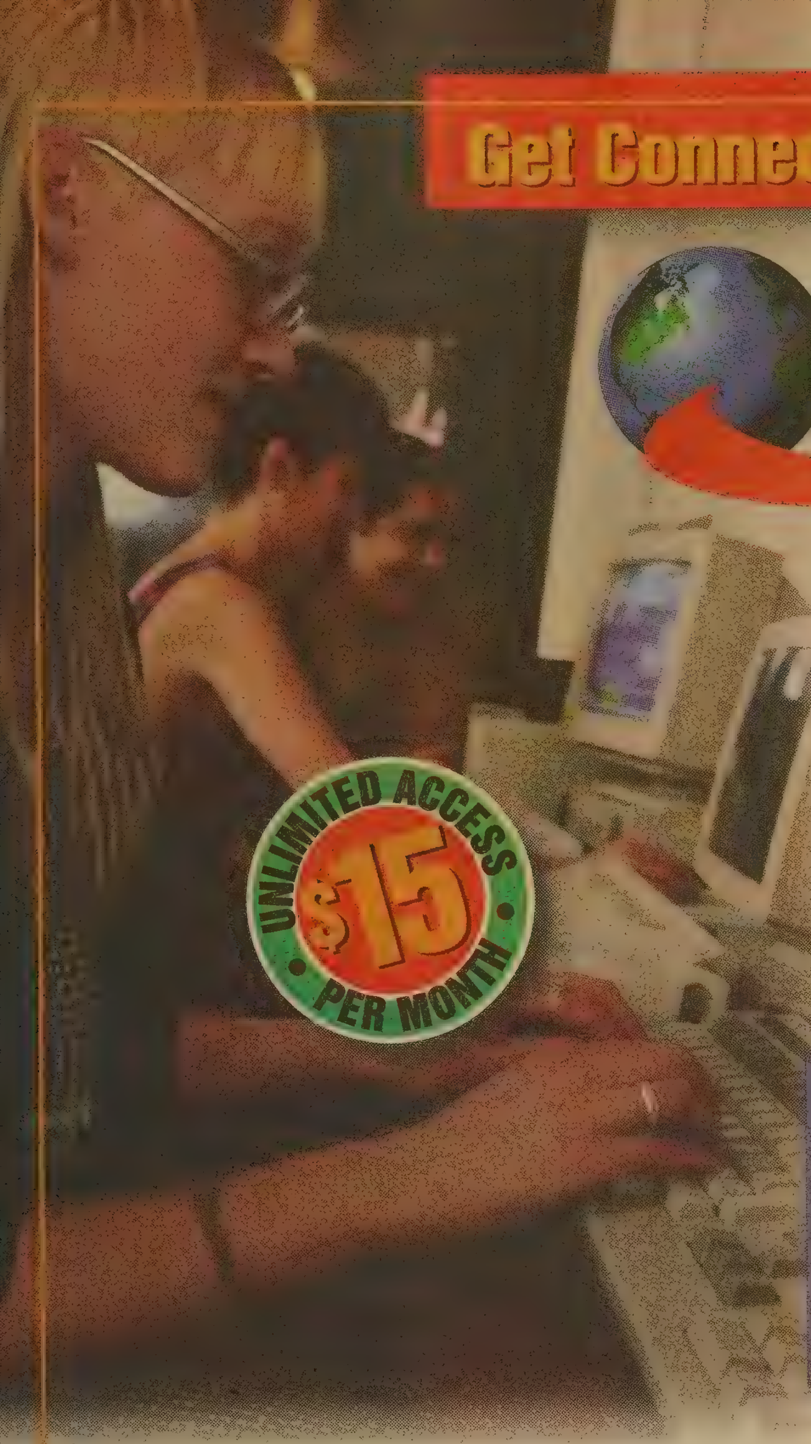

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ty that Jacobson slow-start was designed before the popularity of the Web, and that it doesn't deal as well as we might like with the Web's propensity for lots of brief TCP connections. But tuning that algorithm makes a lot more sense than appointing bandwidth bureaucracies for the Internet. Internet bandwidth usage really is a technical and economic problem, not a political one.

There are also pathological cases. Spammers abuse the electronic mail mechanisms of the Internet to steal resources from others by sending huge amounts of bulk mail for no gain to anyone but themselves. We should stop them for the same reasons that we should stop bank robbers. Whether we should stop them by the same *means* that we stop bank robbers is a different discussion that I have already treated in several columns. But spammers are clearly a small minority of Internet users; if they weren't, nobody would be able to use electronic mail for any useful purpose. There is no point in extrapolating from spammers to the Internet population at large.

As we have already seen (in the cases of the Soviet coup and the Tienanmen Square massacre), the Internet promotes freedom. Restricting the free flow of information on the Internet would be bad for the Internet and bad for the world at large.

The Internet is not a commons. Freedom may or may not be good for a commons. Freedom *is* good for the Internet.

> The total physical and economic resources required to support the current Internet, or for that matter a future Internet large enough for every person on the planet to be a user, are small compared to, for example, the resources already being used to feed all the people on the planet.

The Internet And Wealth

Internet deployment in Internet hosts per capita correlates very strongly with personal income per country (see MMQ 401 at *http://www.mids.org/mmq/401/*). We don't yet know whether this is simply because rich countries can afford more Internet, or, as also seems likely, the Internet promotes economic growth. If the latter is true, consider also that wealth is one of the few things that appears to lead to reduced population growth.

Hardin asserted that "there is no prosperous population in the world today that has, and has had for some time, a growth rate of zero." When he wrote that, it was true. But things have changed. According to the *CIA World Factbook* for 1996, Finland, which is a prosperous country by anyone's measure—not to mention the country with the most Internet hosts per capita in the world—has a 0.1% pop-

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ulation growth rate. Even Italy has only a 0.13% growth rate. Those are not zero, but close to it. According to the US Census Bureau's *World Population Profile: 1996*, the populations of Germany and Spain, as well as thirteen other countries that were in the former Soviet sphere, are actually declining, that is, less than zero. Even the aggregate worldwide population growth rate was only 1.4% in 1996, according to the Census Bureau—the lowest rate in more than 50 years. Today's world is not exactly the world Hardin was describing, which is not surprising, 30 years later. Neither Hardin nor Malthus claimed to predict numerically accurate characteristics of the world 30 or 300 years in the future, although it would have been better for their theories if they could have done so.

More importantly for the Internet, there is a clear correlation between human population growth rate and wealth (usually less than 1% annual population growth) and poverty (usually more than 1%).

So if it is true that the Internet promotes economic growth, and if it is true that economic growth leads to lessened population growth, then it would be short-sighted indeed to throttle the Internet, since the Internet could well be contributing to an eventual solution to any impending Malthusian crisis.

As we have already seen (in the cases of the Soviet coup and the Tienanmen Square massacre), the Internet promotes freedom. Restricting the free flow of information on the Internet would be bad for the Internet and bad for the world at large.

Conclusion

Cattle may need culling. Internet users do not.

Freedom may be bad for a commons. Freedom is good for the Internet.

The Internet is not a commons. Let's not treat it as one.

Acknowledgment

This column is dedicated to Dr. Elsie Quarterman, professor emeritus of plant ecology, Vanderbilt University. Any errors in this column are the sole responsibility of the author. ■

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Panasonic (3-Yr Warranty 1-Yr On-site)	
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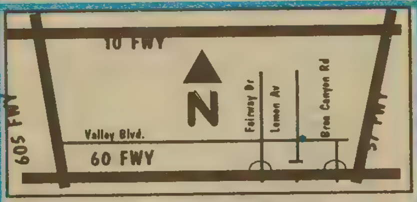

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(MT0198)

ONLINE SERVICES • BY BILL GRAM-REEFER

Modem Wars A Side Issue

Telcos And Cablecos Call the Real Shots

High-speed modems. Cool. Just remember you need a phone line or licensed frequency on which to transmit your data.

That said, consumers can now breathe a short sigh of relief as the smoke clears from the most recent intergalactic war over 56K modem standards.

> **These 56K, cable, and DSL modem wars are quick make-a-buck, three-card monte schemes to squeeze every last dime out of decades-old technology and antiquated telco pricing schemes. The real action is run by the telcos, and to a lesser extent the cable companies.**
>
> **Not Rockwell. Not 3Com. Not Microsoft. Not yet.**

As reported earlier *(http://www.microtimes.com/163/online.html)*, over the past year two competing standards for high-speed modems were touted by rival camps in U.S. Robotics' (x2) and Rockwell's (K56flex) technologies. These competing technologies enabled modems using one pair of regular telephone wires to, in most cases, achieve upwards of 56Kbps downloads and somewhere between 33-40Kbps uploads, depending on the weather and the state of your internal wiring.

Since the introduction of these two standards, each camp—with 3Com swallowing U.S. Robotics in the meantime—claimed that its standard was being implemented faster and by more important people than the other. This war of words was heightened by the fact that a modem built on one standard couldn't talk to a modem built on the other technology.

Despite claims from both camps that buyers would get a free upgrade to some future joint standard, consumers got caught holding the bag of trying to figure out which modem to buy according to which Internet Service Provider (ISP) or online service they used. Pity the technologically Amish who mistakenly chose x2 modems only to change their ISP two months later (not uncommon) only to learn that new ISP supported K56flex technology.

Faced with this Damoclean sword, consumers did the only rational thing. They stopped buying 56K modems in droves. This forced the major players to finally get together in Orlando, FL, at the beginning of December to hammer out a consensus that will produce one ITU standard to be voted on in January and then ratified by September, 1998.

Even in their respective press announcements touting their support for the new consensus, both camps continue skirmishing as if they hadn't heard the armistice had been signed. As we noted last time, these guys do have fun with numbers that goes way beyond apples and oranges. For instance, Brand X claims its modem technology had been adopted and deployed by more than "1,200 ISPs worldwide... offered by nine out of the top 10 ISPs... 100 ISPs in Europe, 30 Latin American ISPs, and 70 ISPs in Asia and the Pacific." Meanwhile Brand Y claims it is the most widely supported 56Kbps technology, "deployed by more than 1,000 ISPs at 6,000 points of presence in 4,000 cities and more than 30 countries worldwide." Can you tell which is which?

What do I care? Just give me something that will work with everything else. I suppose these gadgets will be available sometime late in 2Q '98 as modem manufacturers will offer new "standards-based" modems and upgrades based on the now "determined" standard prior to its actual ratification in September. So you can look forward to another round of "We did it first!" before the whole thing is over.

Then it's on to the been-there done-that next thing.

Cable Wars

Which, in this case, is a new round of frothing PR claims between cable and xDSL modems. Luckily for you, both 3Com and Rockwell are determined to be big-time players in these markets as well, with hopes that they can confuse the bejesus out of consumers once more, getting you to worry over which next high-speed gizmo really is the next step.

High-speed cable modems seem to be a little ahead of the curve when it comes to future standards, as both 3Com and Rockwell have already announced their respective intentions to follow the budding standard set by the Multimedia Network Systems (MCNS) partners—i.e. "large cable companies." The new standard is "data over cable service interface specification" or DOCSIS.

3Com's initial bid to support DOCSIS is a line of cable modems that allow a cable operator's

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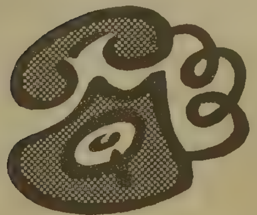

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plant to send data to a home or business at up to 38Mbps. Data can also be sent "upstream" from the consumer to the cable plant at a whopping 33.6Kbps, using either your own or 3Com's x2 modem equipped with telephone connectivity.

Rockwell, meanwhile, claims it will be the first to field complete chipsets for both sides of the cable connection for subscribers like you and companies like your favorite cable company, TCI. According to Rockwell sources, MCNS-DOCSIS-compliant cable modems will enable Internet connections at typical rates of 3Mbps downstream and 1Mbps upstream, with peak rates approaching 36Mbps downstream and 10Mbps upstream. Look for these puppies to show up late in '98.

DSL Wars

Meanwhile, both 3Com and Rockwell are heavily invested in the DSL market that promises high-speed bandwidth over the copper telephone lines that already exist in your home or at your business. Among its other DSL efforts, 3Com, via its purchase of U.S. Robotics, lays claim to have some sort of DSL-style technology to be built into the x2 V.Everything modems available by summer of '98.

On the other hand, Rockwell and its ally Nortel plan to foist their own low-cost DSL standard on an unsuspecting populace; Rockwell recently announced it will build modem chipsets based on its consumer-oriented DSL (CDSL) technology to interoperate with Nortel's 1MB modem technology telephone network equipment. According to Rockwell's PR, this flavor of DSL "requires no rewiring at the telco's Central Office, and no subscriber service call to install a POTS (plain old telephone service) 'splitter' or rewire the home. It is compatible with current POTS voice features and extension phones in the home or business. And the service is extremely tolerant of phone-line length and condition, compatible with the vast majority of all non-loaded telephone lines."

And "non-loaded telephone lines" brings us back full circle. By now we should've figured out that these 56K, cable and DSL modem wars are quick make-a-buck, three-card monte schemes to squeeze every last dime out of decades-old technology and antiquated telco pricing schemes. The real action is run by the telcos, and to a lesser extent the cable companies. Not Rockwell, Not 3Com. Not Microsoft. Not yet.

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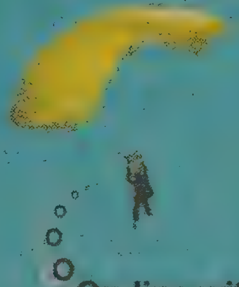
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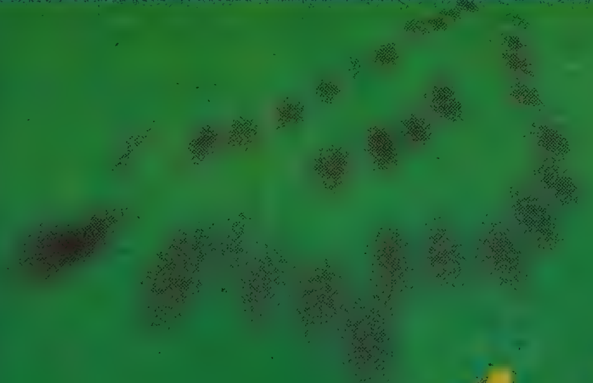

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Case in point. "...compatible with the vast majority of all non-loaded telephone lines." Misdirection is the center piece of every classic con.

Find a non-loaded line. Ask a PacBell sales rep if you can get service for one. Despite their blank response, in fact, there are mega Gigatons of the stuff already deployed. But don't bet on the local "public trust" telephone utility having a clue as to where one line starts and ends after all of these years (a suspicion once hazily forwarded to me by Jack Rickard, fine cigar and cabernet aficionado and Editor Rotundus of *Boardwatch Magazine*).

Better yet, even if you found a non-loaded line, see if PacBell or some other RBOC will let you employ one without Ma Bell getting a cut just for it being there, unused, after 20-odd years as an alarm circuit. In a non-competitive market, that's how telephone companies make their money. Despite a California PUC tariff, wasn't it last year Pacific Bell put a moratorium on alarm circuits for use as data lines? I recall safety and data integrity concerns being hastily mentioned as a ruse to confound the PUC into forbidding wild bands of independent telcos, ILECS, CLECs, ISPs and hordes of unwashed bandwidth-starved consumers from taking advantage of T-1 data rates at ISDN prices.

The point is that one hears all of this blather about this or that DSL working on regular phone lines without taking into account who owns it. First, most active telephone lines are loaded. More importantly, the Bells own it and call the shots. Same for cable companies.

Meet The New Boss, Same As The Old Boss

So now we find PacBell's FasTrack DSL service is available in selected areas of Northern California. Now you may have DSL transmission in California—because PacBell says you can. And so, DNAI, a California-based ISP, and eventually other on-the-bounce ISPs can offer high-speed IP service in those areas as well.

Modem standards? Child's play. Just don't forget how the real game is played. You pay $80 per month to DNAI for the "IP service" for 384Kbps symmetric service. After an introductory period you might have to pay for or lease some DSL modem from 3Com, Hayes, or whoever; minor issue what modem or standard you buy. Doesn't matter.

Because the real catch is you also get to pay $125 per month to PacBell for use of a phone line. Why wasn't DSL available in California last year? PacBell needed time to figure out how to bill $125 per month for an unmetered line instead of $12.95. Now that's a business. ■

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RESOURCES:

3Com/U.S. Robotics
URL: *http://www.3com.com*

Rockwell
URL: *http://www.rockwell.com*

Nortel
URL: *http://www.nortel.com*

Boardwatch Magazine
URL: *http://www.boardwatch.com*

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BY KEVIN M. SAVETZ

Web Cookies

Harmless Convenience, Or Insidious Invasions Of Privacy?

Your Web browser is keeping notes about you. Don't fret, it's not as bad as it sounds. After all, how can something with an innocuous name like "cookies" be bad?

A cookie is simply a note to itself that a Web site leaves on your computer's hard drive. You know how your applications—Microsoft Word, Netscape, and other programs that you use—create preferences files? Cookies are preferences files for Web sites.

Any information that you give to a site can be stored in a cookie, so that next time you visit that site (later that day or even months in the future) the site can read its cookie and remember your preferences. For instance, if you tell the site that you prefer to see the "frames" version of Web pages and that you use Windows NT, the site can stash that data in a cookie. The next time around, it will use frames and tell you about new Windows NT software.

Or you might click your way to the classical area of an online music store using cookies; the store duly notes your penchant for Pachelbel, and on your next visit the site highlights classical releases. Unless you have set your browser to warn you when cookies are added, you probably won't even realize the process has occurred.

Cookies can only store information that you give to the Web site. This includes the basics like what parts of the site you visit. But a site can't get your email address, for example, unless you give it to them.

So, many experts view cookies as mostly harmless. But some folks don't like them—they see cookies as a potential invasion of privacy. Give your credit card number to a Web site, and there's no reason the site can't keep your card info in a cookie to speed your next order.

Privacy advocates wonder if Web sites can snoop on cookies left by other sites. (After all, you don't want *www.shyster.com* to steal credit card info that was stored by another Web site.) With up-to-date Web browsers, this isn't possible.

But cookies work on the Web site's terms, not yours. The site decides what information to jot in a cookie and how to use it. Some users just don't want sites tracking them. Me, I don't mind it much. The sites don't know who I am, nor do they have my email address. I'm just a nameless, faceless Web surfer.

Cookie Central *(http://www.cookiecentral.com)*, a great site devoted to the use and abuse of cookies, has this to say about privacy: "Some people do not like a file that may contain a cookie with information about where they have been, and what they do, if they can stop it. This type of information that is invaluable to some companies. ... Cookies can be used to track you on the Net, what sites you go to, what you like, and so on." Indeed, at least one company uses cookies to track the sites that you visit, then deliver targeted advertising banners.

Cookie Control

For privacy advocates and the paranoid, a cottage industry of cookie-crunching software has cropped up. Utilities with names like Crumbler and CookieCrusher will give you better control of your browser's use of cookies, or just erase all the cookies stored on your computer. (By the way, even without your intervention, cookies don't stay around, clogging your hard drive forever. They can be set by a Web site to expire after a certain date.)

> Password-protected sites can use cookies to store your username and password necessary for logging in—so deleting your cookies can make it a little more difficult to log in to those sites.

Will you suffer dire consequences by deleting cookies or shutting them off altogether? Some sites will forget what ads you've looked at (big deal) and others will forget your preferences. Password-protected sites can use cookies to store your username and password necessary for logging in—so deleting your cookies can make it a little more difficult to log in to those sites.

In Netscape Navigator and Communicator 4.0, you can control how the browser handles cookies. Pick Preferences from the Edit menu, then click on Advanced. You can accept all cookies (the default), accept only cookies that get sent back to the site you're visiting (a more secure alternative if you're worried about advertisers tracking you,) or don't accept cookies at all (the choice of militant anti-cookie surfers).

You can also tell the browser to warn you every time a site places a cookie on your computer. I find this rather tedious—when the cookie warning dialog box pops up, it interrupts the flow of using the Web.

Microsoft Internet Explorer 4 does not include the option to disable cookies entirely, but there is the option to warn you before a cookie is set. You can activate this by choosing Options from the View menu, choosing Advanced and unchecking the "don't warn before accepting cookies" box.

More information is available at Andy's Cookie Notes *(http://www.illuminatus.com/cookie.fcgi)*. There you'll find links, a very good description of how cookies work, and info on using cookies on your own Web site if you are so inclined. ■

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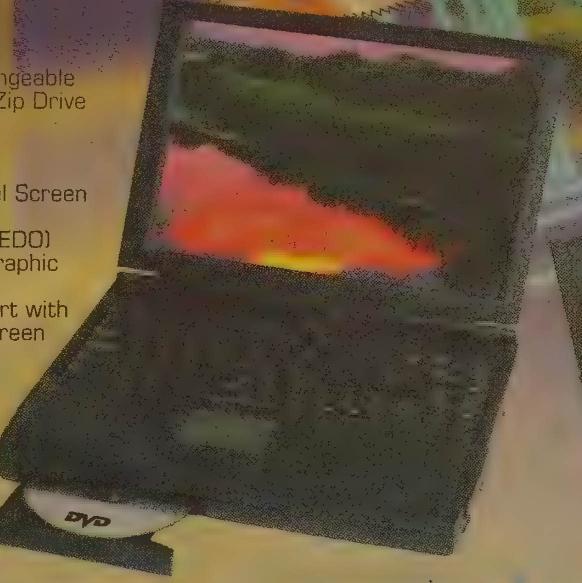

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- [illegible] SDRAM Expandable to [illegible]
- [illegible]
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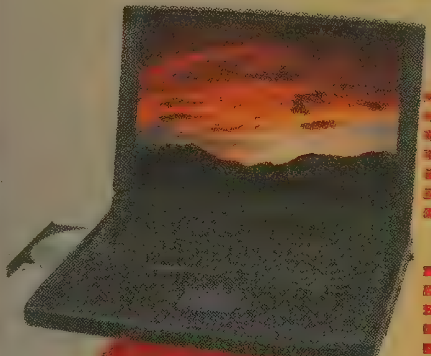

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- 3d Stereo Enhancement Sound System
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- 2MB Video RAM(EDO)
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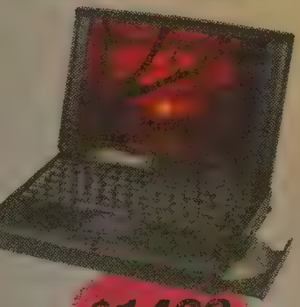

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AutoDoc 1.0 *http://www.osc.co.nz* AutoDoc is the latest technology in long document creation for the Microsoft Windows 95 and NT 4.0 platforms. [Exp. #176.]

California Support Calculator *http://www.pegasussoft.com* Pegasus Software offers the California Support Calculator for calculating child and spousal support in the California Family Law courts. [Exp. #175.]

Castelle *http://www.castelle.com* Castelle—pioneers of fax servers and print servers—offers products for LAN managers to optimize their network functions such as printing and faxing over the Internet and intranets. [Exp. #176.]

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EAD Systems *http://www.ead.com* Providing monitor repair service in California and Massachusetts. [Exp. #176.]

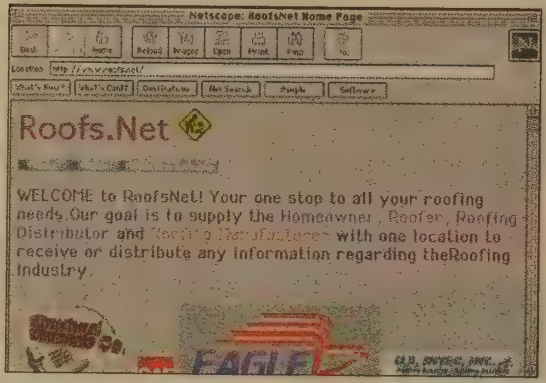
FileMaker Pro Shopping Carts On The Web *http://www.blueworld.com/fmpro/carts/* The online directory of e-commerce Web sites using FileMaker Pro 3.0 and 4.0. Users can submit and search listings that showcase their online cyberstores. [Exp. #176.]

GuTech Industries *http://www.gutech.com* Systems consulting services. [Exp. #176.]

HiTek Solutions, Computer Education Centers *http://www.hiteksolution.com/hiteksolution/* Novell and Microsoft certification training providers. (714) 474-8270. [Exp. #176.]

Input Automation *http://www.inputauto.com/barcode* For 12 years, Input Automation has been developing, supporting and integrating bar code systems. [Exp. #176.]

LiveSpy Home Page *http://home.earthlink.net/~aoliver/LiveSpy.html* LiveSpy is a Windows 95 application that periodically updates your desktop wallpaper from an Internet camera. [Exp. #176.]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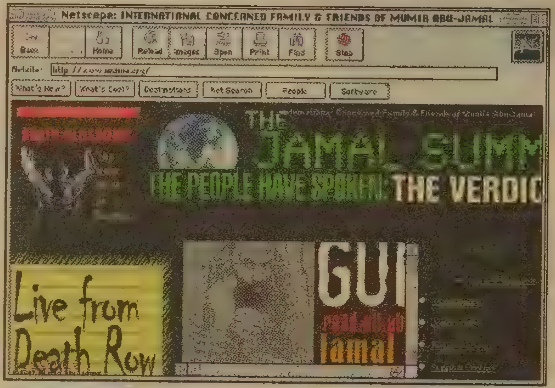
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Reload
Images
Open
Print
Find
Stop
What's New?
What's Cool?
Destinations
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Software
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Home
Reload
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Print
Find
Stop
What's New?
What's Cool?
Destinations
Net Search
People
Software
NATIVE HANDS GALLERY
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http://www.nativehands.com

Low End Mac *http://www.mactimes.com/lowend* [Exp. #176.]

Macompass *http://www.macompass.com* The definitive guide for MacOS users. [Exp. #176.]

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Basic HTML Tags *http://www.geocities.com/Athens/Acropolis/5969/index.html* Calkid's University, offering lessons on HTML. [Exp. #176.]

Black Kat Design Group *http://www.black-kat.com* Black Kat Design Group creates extraordinarily beautiful and unique Web sites and offers hosting and maintenance. [Exp. #176.]

Creative Computer Solutions *http://www.hooked.net/~davemark/mactech.html* Web design for small businesses, schools, and individuals. Macintosh tech support and training also available. [Exp. #176.]

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FreeCode *http://www.freecode.com* FreeCode archives the source code for over 300 Windows- and UNIX-compatible Web applications written in C/C++, Java, Perl, or Visual Basic. [Exp. #176.]

French Kiss *http://www.anes.com/FrenchKiss* This Web site provides people with a nice Java chat client. You can also set-up your own chat room by inserting the French Kiss applet on your Web site—for free. [Exp. #176.]

Human Ingenuity Industries *http://www.ingenuity.net* Turnkey solution provider: Web design, consulting, hosting, networking systems, and parts. We take you each step of the way. [Exp. #176.]

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Pear Transmedia *http://www.peartransmedia.com* A full-house multimedia development and Web site design firm. From CD-ROMs and screen savers to graphic design and print. [Exp. #175.]

Ralenti Quickfind Building Product Information *http://www.ralenti.co.nz* Specializes in Web site design for the building Industry. [Exp. #176.]

San Jose Web *http://www.sanjoseweb.com* Web presence provider featuring MS FrontPage Extensions, Active Server Pages, database connectivity, and Internet access. [Exp. #175.]

Sponsor Town *http://www.hypermart.net/sponsortown/main.htm* Free Internet service: listing of free home pages, shell accounts, counters, and sponsors. [Exp. #176.]

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The MonkeyPool *http://www.monkeypool.com* We're a team of experienced Internet writers and editors who provide comprehensive content solutions for corporate Web sites. [Exp. #176.]

Time Sheet *http://www.huffman.to/software/timesheet* Time Sheet is a dynamic HTML form used by employees for entering, calculating, and submitting hourly work records. [Exp. #176.]

Ultra-WebTools *http://www.ultra-webtools.com/* Free manuals on Internet topics, as well as remote CGI script hosting and other resources for Web authors and browsers. [Exp. #177.]

Virtualis Systems Web Servers *http://www.virtualisys.com/vr/mjuneau/* Purchase virtual server space with your own domain name for less. [Exp. #176.]

Web MS Promote *http://www.webms.net/promote.html* Listing of the best sites to promote your Web page. [Exp. #175.]

Web Page Design *http://www.tnapowerteam.com/webmaster/design.htm* Web page design service. [Exp. #176.]

Web Site Garage Web Site Analysis *http://www.websitegarage.com* Check HTML, META tags, spelling, design, download, and links. Improve ranking on search engines. [Exp. #176.]

webCorporate *http://www.webcorporate.com* Web site packages and components that grow your business! You know how much it costs up front. We host. [Exp. #175.]

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Crios Designs *http://www.crios.com* [Exp. #176.]

CyberMegaMall *http://www.cybermegamall.com/wa/cmm/owa/cmm_toppage* The leading shopping mall on the Internet. [Exp. #176.]

CZ Jewelry *http://www.jewelersdirect.com* [Exp. #176.]

The Diesel Services Group *http://www.dieselservices.com* The Diesel Services Group provides leading-edge diesel fuel system and engine service, turbo rebuilding, machine-shop services and more. If you operate, repair, or own diesel equipment, there's something here for you! [Exp. #176.]

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Pentium II MMX 266MHZ	$ 1967

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Intel MMX 200Mhz	$ 987
Intel MMX 166Mhz	$ 877
AMD K6 MMX 200Mhz	$937
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CYRIX MMX M2 200	$697
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ASUS P2L97 PENTIUM II W/INTEL 266MHZ CPU	$757
ASUS P2L97 PENTIUM II W/INTEL 233MHZ CPU	$557
INTEL TRITON 430TX 512K C. W/INTEL MMX 233 CPU	$357
INTEL TRITON 430TX 512K C. W/INTEL MMX 200 CPU	$217
INTEL TRITON 430TX 512K C. W/AMD K6 MMX 166MHZ	$267
TX PRO 512K C. W/INTEL MMX 233MHZ CPU	$347
TX PRO 512K C. W/INTEL MMX 200MHZ CPU	$287
TX PRO 512K C. W/INTEL MMX 166MHZ CPU	$207
TX PRO 512K C. W/AMD K6 MMX 200MHZ	$257
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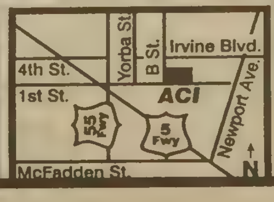

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Web Page Listings *continued...*

eBay—Online Auctions *http://www.ebay.com* eBay is the leading person-to-person online auction community on the Web. Thousands of antiques, collectibles, toys, coins, computers and more. [Exp. #176.]

Energy BioSystems Corp. *http://www.energybiosystems.com* A company commercializing biotechnology using bacteria to remove sulfur from oil. [Exp. #175.]

Filofax Specialist *http://www.faxcessory.co.uk* World-wide delivery of filofax wallets, binders and inserts. [Exp. #176.]

Flowers International *http://www.arach.net.au/flowersinternational* An Australian flower service offering fast mail-order fresh cut flowers to the UK and Europe. [Exp. #176.]

For My Baby *http://www.formybaby.com* Unbeatable prices for baby strollers, educational and developmental toys, and other accessories for newborn to preschool age children. The site features a searchable database and information about each product. [Exp. #175.]

Free Internet Business *http://members.spree.com/shop&bepaid* Sign with Spree.com and start earning money today. [Exp. #176.]

GDMS *http://pw2.netcom.com/~shivatec/GDMS.html* Analytical service: glow discharge mass spectrometry. [Exp. #176.]

Hackers Home Page *http://www.hackershomepage.com* They have over 300 plans, kits, and assembled products for the serious hacker, phreak, cracker, spy, and electronics enthusiast. International sales and inquiries welcomed. Don't miss this one! [Exp. #176.]

Harley-Davidson/All-American Online Motorcycle Swap Meet *http://www.mcswap.com* Classified ads for bikes and parts, an accessories manufacturers "Harley Mall," message board, chat, event listings, and even biker personals. [Exp. #176.]

Hats & Bags Manufacturer *http://www.wangtai.com* Reliable manufacturer. [Exp. #176.]

Hobby Builders Supply *http://www.miniatures.com* Over 3,000 dollhouse and miniature items at discount prices. [Exp. #176.]

Holt Educational Outlet *http://www.holtoutlet.com* Educational toys and teachers supplies at 10% to 50% off. [Exp. #176.]

Home Exchange *http://www.HomeExchange.com* Thanks to the Internet and HomeExchange.com, anyone planning a trip can browse a convenient current list of homes in countries all over the world. [Exp. #176.]

Houston Stained Glass Supply *http://hsgs.com* Wholesale glass supplies. [Exp. #175.]

Ignition Interlock Group Home Page *http://www.ignitioninterlock.com* A national ignition interlock service provider. [Exp. #176.]

IVS, Inc. *http://www.ivsincorporated.com* IVS specializes in repair and support of industrial automation equipment, as well as repairs for computers and peripherals. [Exp. #176.]

Jewelry Mall *http://www.jewelrymall.com* Everything about jewelry: stores, gem and jewelry show dates, birthstones, wholesale, and more. [Exp. #176.]

Katherine Ray's Web Site *http://www.katherineray.com* Home page of Katherine Ray products. [Exp. #176.]

Knilans & Associates *http://toyreps.com* The educational toy specialists. [Exp. #176.]

L.A. Food Services *http://www.lafoods.com* Food and vending services. [Exp. #175.]

Le Fay Herbal Concoctions *http://www.lefayherbs.com* Luxurious potpourri blends, rich fragrance oils and soothing, luxurious herbal baths—perfect as a gift for any occasion. [Exp. #176.]

Los Amigos Tortilla Mfg., Inc. *http://www.losamigos.com* Manufacturers of authentic corn and flour tortillas, tortilla chips, and cheese and salsa. [Exp. #177.]

Louisiana-Pacific Corp. *http://www.lpcorp.com* Headquarterd in Portland, OR, a major manufacturer of building materials, industrial wood products, and pulp. [Exp. #176.]

Lucy Mac Children's Store *http://www.lucymaxchildrensstore.com/* Offers the original Baby Bunting carrier for newborns. Baby shower gifts, children's clothes, and more. [Exp. #176.]

Lucy's Knits *http://web.dreamcom.net/~lueknits* Shop for hand knitters. [Exp. #175.]

Lux Transfer & Storage *http://www.luxtransfer.com* Atlas Van Lines agent: Industry leader in relocations via the Internet. [Exp. #175.]

Madely's Collectables & Things *http://members.aol.com/madelys/index.htm* Fine porcelain dolls, resin, poly resin and procelain figurines, and gifts. [Exp. #176.]

Matheny Enterprises *http://www.ment.com* Free investment charting and analysis software, imported Asian products, links, and more. [Exp. #177.]

Micro-Matics Corp. Home Page *http://www.micro-matics.com* [Exp. #176.]

Millers Rentals & Sales *http://www.millers-rentals.com* Complete party rental service—tents, tables, chairs, staging, fine china, linen, weddings, corporate events. [Exp. #176.]

Morning Glory Floral Design *http://members.aol.com/mnglory* Features wedding flower arrangement, wedding planning, and general floral design information. [Exp. #176.]

Web Page Listings *continued...*

Mr. Fruit, Inc. *http://www.mrfruit.com* The finest Flordia gift fruit from the Indian River region. [Exp. #176.]

N-Ternet Business Center *http://www.conentusa.com/n-ternet/* Free classifieds and business opportunities. [Exp. #176.]

Ocular Inc. *http://www.ocularusa.com* Leading manufacturer of standard and custom-made LCD/ LCD modules, TN, STN, FSTN, LCD backlight modules, custom LCD modules, COB modules, chip-on-board, heat seal connectors, and LCD shutters. [Exp. #176.]

Owner *http://www.elizabethsetc.com* Wedding business. [Exp. #176.]

Palmer Detective Agency *http://www.members.aol.com/dashiell41/index.html* All cases performed by former law enforcement personnel: criminal, civil, and private matters handled. (CA Lic. #PI 16132) [Exp. #175.]

Personal And Executive Coaching *http://www.paxconsulting.com/coach.html* Coach Peter Fahrenkamp has coached people successfully since 1992 in the US and Europe. [Exp. #176.]

Precision Private Security *http://www.cyberspacelaws.com/precision.htm* A Security Guard Services company in L.A. with great rates. Member of the BBB. [Exp. #176.]

Prevent A Ding *http://www.readysetnet.com/prevent.html* Helping you to protect your vehicle from common parking lot dings while advertising your business. [Exp. #176.]

Printing *http://www.unigraphic.com* Commercial Web and sheet fed printer. [Exp. #176.]

Provident Companies *http://www.providentcompanies.com* Specializing in disability insurance, employee benefits, and personal Insurance. [Exp. #176.]

Rent-An-Inventor *http://www.rent-an-inventor.com* Helping companies create products from concept to completion. [Exp. #176.]

Robert Scott—Cognigen Agency *http://ld.net/?phonesal* Looking for competitive long-distance rates and interntional calling plans? Also offering prepaid phone cards. [Exp. #176.]

ScreenCo *http://www.screenco-online.com* ScreenCo brokers advertising specialty products including a large variety of screen-printed and embroidered apparel items as well as a variety of non-wearables. [Exp. #176.]

Search4People *http://members.aol.com/jlxent/search4people.htm* Person locating services using millions of consumer reporting agency files, driver license files and public records to find and locate lost family members or friends are available. [Exp. #176.]

Sell Your Civil Court Judgement *http://personal.bna.bellsouth.net/bna/f/g/fguzman/judgments.html* I buy civil court judgments on bad debt, back child support, divorce settlements, etc. [Exp. #175.]

ShrinkTank *http://www.shrinktank.com/* Psychology program and text files, links to testing sites, other psychology software sites. [Exp. #176.]

The Snowboard Shop *http://www.thesnowboardshop.com* The online source for discount snowboard gear. [Exp. #176.]

Solutions In Cold Rolled Sections *http://www.sadef.be* Service center for sections and welded shapes. [Exp. #176.]

SoundStone.com *http://www.soundstone.com/* Offering a vast catalog of CD titles, discounted at up to 20% off standard retail prices. [Exp. #176.]

Sourdough Baker *http://www.sourdoughbaker.com* Bakery: sourdough and traditional breads. [Exp. #175.]

Spa Cover Protector *http://home.inreach.com/spasoks/* Protects your spa cover from the sun. Five-year warranty. [Exp. #175.]

TeamHayden.com *http://www.hayden.ca* The largest single source of central vacuum information. Continually adding new information and updates, including how to make your home healthier and reduce childhood asthma. [Exp. #176.]

Terri's Special T's *http://www.brookesline.com* A line of baby clothes and accessories. [Exp. #176.]

TicketWeb, The Online Ticketing Alternative *http://www.ticketweb.com* TicketWeb uses the Internet to sell low-cost tickets for events across the country. [Exp. #176.]

Tree Co. *http://www.treeco.com* Earth-friendly products for home and office including cleaning, recycled paper, gifts, and more. [Exp. #177.]

Tropical Shipping *http://www.tropical.com* Tropical shipping information, schedules, online bookings, rate quotes, and shipment tracking. [Exp. #177.]

UK Hotels And Conference Facilities *http://www.venuedirectory.com* [Exp. #176.]

UnCommon Courtesy *http://www.uncommoncourtesy.com* Motivational email service. [Exp. #176.]

Venus Systems *http://www.angelfire.com/biz/bactank/index.html* Bioremediation products. [Exp. #176.]

Video Imaging And Optical Products *http://www.mars-cam.com* Monitors/panels, CMOS cameras, CCD cameras, board cameras, lenses, pinhome lenses, fiberscope, and video capture systems. [Exp. #176.]

Video Plus *http://www.videosplus.com/biography/* Dozens of biographical videos including the A&E series and American Women of Achievement series. [Exp. #176.]

Water Well Pump Supplies Wholesale *http://www.sdapump.com* Selling direct to the public. [Exp. #176.]

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Web Page Listings *continued...*

Waterman Industries, Inc. *http://www.watermanusa.com* Water control equipment and irrigation. [Exp. #176.]

Watermark Sales And Distribution *http://netnow.micron.net/~cbilyeu/watermark.html* Distribution and marketing of newly patented items. [Exp. #175.]

Wild Adventures *http://wild-adventures.com* An imaging company specializing in producing all types of imaging products. Scanning, printing, CD production and much more. [Exp. #177.]

Wirthlin Worldwide *http://www.wirthlin.com* [Exp. #176.]

Wood Architects *http://www.visionimaging.com/* Specializing in commercial, public, and accessible building in association with VisionImaging to provide digital computer color graphics and designs for many applications. [Exp. #176.]

World's Largest Candy Store Online *http://www.candydirect.com* Thousands of product choices. Free candy club with chat. [Exp. #176.]

FINANCIAL/ REAL ESTATE SERVICES

1% Homeseller *http://www.1homeseller.com* Discounted real estate fees, buyer rebates, homes for sale by owner in Southern California. [Exp. #177.]

Adviesburo van Groote *http://www.horecanet.nl/grootel* Real estate for restaurants in the Netherlands. [Exp. #176.]

Banco Bozano, Simonsen *http://www.bozano.com.br/iindex.htm* The best Brazilian investment bank. [Exp. #176.]

Bob Taylor's OnLine Real Estate Guide *http://www.bob-taylor.com* Discover the historic communities of Northeast Los Angeles. Includes information on mortgage financing, first time buyer programs, home maintenance and more! [Exp. #176.]

Castle Resale *http://www.castle-re-sale.com* Specializing in resale homes in Orange County since 1971. Worldwide referral and relocation, income properties and exchanges. [Exp. #175.]

Chapman Spira And Carson LLC, Investment Banking *http://www.chapmanspira.com* Historical and current economic articles written in understandable language. Some of the material is very unique and we believe that anyone can learn something from this site no matter how sophisticated or whatever the background. [Exp. #176.]

deBeer Realty *http://www.maui.net/~debeer/* A full-service real estate company, serving Maui for nine years. [Exp. #176.]

Dump Debts *http://www.webspawner.com/users/DumpDebts/* Stop all your creditors without filing bankruptcy. Sue them if they refuse to leave you alone! [Exp. #176.]

Fleming Fund Management *http://www.fleming.lu* The leading cross-border provider of funds in Europe. [Exp. #175.]

Pacific Palisades *http://www.PALISADESHOMES.com* Pacific Palisades real estate information. [Exp. #176.]

PBTK Online *http://www.pbtk.com* CPA firm. [Exp. #176.]

Petty & Butler Realty, Inc. *http://www.pbr.com* Internet advertising of PBR, home listings, agents, and services. [Exp. #176.]

Prudential Rand Realty *http://www.randvision.com* Rockland County's premier real estate company. [Exp. #177.]

Seattle Area Homes *http://SeattleAreaHomes.com* Two huge northwest real estate databses. [Exp. #176.]

Synergistics Research Home Page *http://synergisticsresearch.com* Financial services market research organization. [Exp. #176.]

Welcome to Mainstreet-USA *http://www.mainstreet-usa.com* Farm Credit Services provides financial services to agricultural and rural communities. [Exp. #176.]

LEGAL SERVICES

Bankruptcy Los Angeles *http://www.bklaw.com/bklaw* Law Office of Mark J. Markus, handling all aspects of bankruptcy representation in the Los Angeles area. [Exp. #176.]

Law Offices of Alex A. Yarbrough *http://angelfire.com/biz/socialsecuritylawyer* Social security disability attorney and social security disability representative. [Exp. #176.]

Law Offices of John R. Kahn *http://members.tripod.com/~jkahn/index.html* Attorney handling Computer, Bankruptcy, and Real Estate law, and transactional matters in San Jose, CA. [Exp. #175.]

Law Offices Of Paul M. Heller *http://www.greencard1.com* We specialize in employment-based and business immigration. [Exp. #175.]

Legal.com *http://www.legal.com* Friendly site with news and law related resources for consumers, legal professionals, and law students. Also, shop online for law books and legal forms. [Exp. #177.]

Limited Liability Company Web Site *http://www.hia.com/hia/llcweb* How to organize a new business as an LLC. [Exp. #176.]

Richard J. Greenstone, Attorney at Law *http://www.rjg.com/* Copyright, trademark, licensing, business, and transactional law for the computer, entertainment, and publishing industries. [Exp. #175.]

EMPLOYMENT/ EDUCATION

Alianza *http://www.alianza.org/* Hispanic job posting and job search as well as resume posting and resume search services. [Exp. #177.]

Asia For Kids Educational Catalog *http://www.afk.com* Your best resource for language and culture. [Exp. #175.]

Career Database, Inc. *http://www.careerdatabase.com* Celebrating our 10th year as the world's only formalized database matching an individual's employment history to company and recruiter's search criteria. [Exp. #176.]

Digital Station *http://www.digitalstation.com* Covering computer and Internet-related employment, events, and news in the San Francisco Bay Area. [Exp. #176.]

John Cabot University *http://www.johncabot.edu* Offering study abroad programs and conferring Bachelor's degrees in Art History, Business Admin., Political Science, and English Lit. [Exp. #176.]

Mr. Brain Tutor *http://members.tripod.com/~russmccor/tutor.htm* Live teachers online: tutoring in mathematics, English, computer programming, history, writing, etc. [Exp. #176.]

Prairie Resource Group, Inc. *http://www.prgchicago.com* Prairie Resource Group, Inc. modularizes the executive search process offering customized services on an hourly fee basis, with no contingencies. [Exp. #176.]

Register-It *http://www.registerit.com* Search engine registration and Web site promotion. [Exp. #176.]

Star Technology Group *http://www.startechnology.com* Search firm. [Exp. #176.]

The Tutoring Center *http://home.pacbell.net/tutcen/index.html* Tutoring in math and science for junior high to college. [Exp. #176.]

Union Job Clearninghouse *http://www.unionjobs.com* Posting the open staffing and trades positions in organized labor that are now accepting applications. [Exp. #176.]

ORGANIZATIONS

4work.com *http://www.4work.com* Helping non-profit recruit volunteers on the Internet. [Exp. #176.]

Alameda County Waste Management Authority *http://www.stopwaste.org* A recycling resource for Alameda County, CA and beyond, containing valuable information about recycling in and around the San Francisco Bay Area. [Exp. #177.]

American Biomedical Group *http://www.abgi.net* Helping healthcare achieve maximum cost savings by bringing together engineering, financial and information excellence. [Exp. #176.]

Association Of Macintosh Trainers *http://www.cyphernet.com/amt* The purpose of the association is to establish an international network of Apple Macintosh computer trainers, instructors and educators that is easily accessible to end-users and to help facilitate and improve upon the quality of Macintosh computer support. [Exp. #175.]

Claremont Institute *http://www.claremont.org* [Exp. #176.]

Cult Awareness Resources, CARES *http://cares-care.org* Provides information to the campus community about cult activity, including International Churches of Christ information. [Exp. #176.]

Diabetes Wisdom *http://www.claimtronics.com/diabeteswisdom* Offering diabetes support groups, educational classes, and nutritional therapy. One-on-one with a CDE. [Exp. #176.]

FAT: Fat And Terrific *http://users.ccnet.com/~avery/FAT.html* Bimonthly fat-positive resource and activities newsletter. Meetings third Saturdays of every month. [Exp. #176.]

Foundation For Role Equity Education *http://www.angelfire.com/ok/4equity/* Articles about nontraditional methods of achieving equity. [Exp. #176.]

FXI—Freedome Of Expression Institute *http://wn.apc.org/fxi* [Exp. #176.]

IBEW *http://www.ibew569.org* Labor union for electrical workers in construction, shipyard, low-voltage, and others in San Diego, CA. [Exp. #175.]

ICCA Silicon Valley *http://www.icca-sv.org* The public is invited to the regularly scheduled dinner meetings, fourth Tuesday of every month in San Jose. [Exp. #175.]

J Bellen, D.D.S. *http://www.jbellen.com* Center for Aesthetic Dentistry. Professionals in aesthetic and restorative dentistry. [Exp. #176.]

Jefferson Club: Technologists For Capitalism *http://www.ipser.com/jeffersonclub* [Exp. #176.]

Los Angeles Chapter Of The Internet Society *http://www.usserver.com/isocla/* ISOC LA is a local chapter of the Int'l ISOC (*www.isoc.org*), a non-profit organization promoting the Internet and its Netizens globally. [Exp. #176.]

Los Angeles Macintosh Group *http://www.lamg.org* Non-profit user group offers training programs, meetings, monthly magazine, employment, networking, and tech support. [Exp. #176.]

Lubbock Area Square And Round Dance Federation Home Page *http://www.door.net/lasrdf* [Exp. #177.]

MMTA Home Page *http://www.mmta.org* Home of the MultiMedia Telecommunications Association. [Exp. #177.]

National Center For Employee Ownership *http://www.nceo.org/* Articles, columns, discussions, and interactive training on employee stock ownership plans, stock options, etc. [Exp. #175.]

Native American Women's Health Education Resource Center *http://www.nativeshop.org* [Exp. #176.]

NOCCC (North Orange County Computer Club) *http://www.noccc.org* Web page of computer user group. Meetings: 1st Sunday of the month, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. [Exp. #176.]

continued on page 180

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Web Page Listings

continued from page 176

Orange County NetWare Users Group *http://www.computerquest.com/cns/ocnet/* Web site that lists meeting topics, dates, and membership info. [Exp. #176.]

Peninsula Computer Club *http://www.serius.com/~jlo/* [Exp. #175.]

Point Mugu Navy Flying Club *http://www.geocities.com/CapeCanaveral/Lab/1594* Navy T-34 flying club located at the Camarillo, CA airport. Primarily training and recreational flying. [Exp. #175.]

San Francisco FreeBSD User's Group *http://www.arachna.com/freebsd/freebsd-sf.html* Meets the second Thursday of every month in San Francisco to discuss "Turning PCs into workstations." [Exp. #175.]

SEIU Local 250 *http://www.seiu250.org* Local 250 represents over 40,000 healthcare workers in California. [Exp. #176.]

Silicon Valley Association of Software Entrepreneurs *http://www.svase.org* Catalyzing the launch of successful software businesses. [Exp. #176.]

Sutter Lakeside Hospital *http://www.sutterlake.org* Discription of hospital services, community and job openings. [Exp. #176.]

Technical & User Groups Network *http://www.tugnet.org* 24-hour bulletin board, meeting calendar, membership info., articles, reviews. [Exp. #175.]

Telegraph Hill Dwellers *http://www.overmire.com/thd* A San Francisco neighborhood association with news about events, people, history. [Exp. #176.]

Unofficial Nintendo-64 Home Page *http://www.ninentdo64.org* Members only. [Exp. #176.]

PUBLICATIONS

Aboriginal Independent Newspaper *http://www.akai.com.au/* The Aboriginal Independent Newspaper is a self-determination project.begun by a group of Nyoongar Aboriginal people in Western Australia. [Exp. #176.]

Antigo Area Shoppers Guide *http://www.antigoshopper.com* A weekly publication with online classifieds serving north-central Wisconsin. [Exp. #176.]

Bayani Magazine *http://home.earthlink.net/~malaya/bayani.html* An online magazine of Filipino arts and culture. [Exp. #177.]

Bill Bradley Listening *http://thirdage.com/bradley/* A new monthly interactive column written by former US Senator Bill Bradley. [Exp. #176.]

Comics Conspiracy *http://www.comicsconspiracy.com* Comics retail and publishing. [Exp. #176.]

Confucius Publishing Co. Ltd. *http://www.confucius.org* Confucius' sayings and information in sixteen languages plus over 200 rare pictures. [Exp. #176.]

Defense Systems Daily *http://defence-data.com* The Internet's premier daily news magazine for the international defense and aerospace industry. [Exp. #176.]

Easy Jewish Cooking *http://www.jcn18.com/scripts/jcn18/paper/Index.asp?ColumnID=102* Cooking articles and recipes by Rosalyn Manesse, author of the book *Easy Kosher Cooking*. [Exp. #175.]

Edition Shimizu *http://www.chabashira.co.jp/~dmano/* An international e-zine for communication, art, education, and cross-cultural understanding. Japanese and English editions. [Exp. #176.]

Electronic *http://home1.gte.net/tstudios/e-pub.html* Thompson Studios can convert your manuscript into an electronic book. You can then market and distribute via the Internet. [Exp. #175.]

Flamenco-world.com *http://www.flamenco-world.com* The only bilingual (Spanish/ English) magazine on the Net about Spanish culture and flamenco music made in Spain, absolutely for free. [Exp. #177.]

Jewish Heritage Online Magazine *http://www.jewishheritage.com/* This new, online magazine makes Jewish learning thoroughly accessible and enjoyable using the latest in interactive technology. [Exp. #177.]

LaoSearch & Southeast Asia Country *http://www.angelfire.com/ca/laoscom/* A Web directory for information on Laos and other Southeast Asia countries. [Exp. #176.]

The Last Katun *http://www.jps.net/redcoral/LastKPt1.html* A novel of the past and the future, by John Curl. [Exp. #177.]

Latin American Arts & On-Line Journals And News *http://www.syspoint.com.br/joycelarronda* Gallery of Latin American artists and special professional news for intranets. [Exp. #175.]

Montana Magazine *http://www.napias.com/mtbooks.html* Montana pictorial books direct from publisher in Helena, MT. [Exp. #176.]

New Information And Communication Technology In Africa: A Bibliography Of Online References *http://www.untpdc.org/untpdc/incubator/africa/biblio.html*. [Exp. #176.]

Obesity Meds And Research News *http://www.obesity-news.com/* Online newsletter and Web site on obesity research. Hard copy also available. [Exp. #176.]

Pixel Plane *http://www.pixelplanet.com* Reviews of computer graphics software, books, games, comics, programming tools, movies, laser discs, music and more. [Exp. #176.]

Stereography Megazine *http://www.stereography.com/gravenimages* Stereo for your eyes! Covering art and science of stereoscopic imagery, supporting LCS glasses. [Exp. #176.]

Tech Resources Unlimited *http://www.trucorp.com* Computer technology books and software store. [Exp. #176.]

Trans-Atlantic Online *http://www.transatlanticpub.com* Wide variety of books available from Trans-Atlantic Publications. [Exp. #176.]

Two Dog Press *http://www.twodogpress.com* Publishers of distinctive and memorable books of poetry and books about dogs. [Exp. #176.]

unGROOM'd *http://www.ungroomd.com* The men's perspective on engagement, marriage and what follows. [Exp. #176.]

Whitepapers With Attitude *http://www.jkworld.com* A monthly newsletter for people who deploy enterprise groupware. [Exp. #176.]

ODDS & ENDS

Advanced Kinesiology Concepts *http://www.geocities.com/hotsprings/7756/* Innovative approaches to holistic health using advanced kinesiology, radionics, and huna. [Exp. #176.]

Awareness Holistic Books And Information Center *http://www.jps.net/aware* Holistic health, books, info, gifts, and classes in San Mateo. [Exp. #175.]

Bottled Water Web *http://www.bottledwaterweb.com* Everything you need to know about bottled water, including new bottler's profiles, resources, links, and classified ads. [Exp. #176.]

Central & East European CrimiScope *http://www.ceeds.com/cee-crimiscope* CEE CrimiScope's misson is to enhance worldwide awareness and support of the fight against crime, corruption, and terror in Central and Eastern Europe. [Exp. #176.]

CME Home Page *http://www.ryalsmeet.com* A comprehensive listing of national and international continuing medical education courses. [Exp. #177.]

Franco Manenti snc. *http://www.manenti.it* Church ornaments and religious articles. [Exp. #176.]

Hatha Yoga *http://www.geocities.com/~skrshnananda/Hatha.html* [Exp. #176.]

Investment And Speculation Psychic *http://www.concentric.net/~L77280r/PSYCHIC.shtml* Provides a free divining of investment and speculation in the DJIA, stocks, bonds and gold. [Exp. #177.]

Kid Vision *http://www.kid-vision.com* See live video of your child in day care over the Internet! [Exp. #176.]

King & Queen Of Hearts *http://www.geocities.com/westhollywood/6482* A fund raiser for Friends for Life. [Exp. #176.]

Korea Narrow Loom Iron Works *http://soback.kornet.nm.kr/~sepok* Manufacturer of high-speed narrow fabric needle loom, knit braiding machine, winder, warping machine, etc. [Exp. #176.]

Lladro Porcelain, Spain *http://www.accessnet.es/lladro* Lladro porcelain and Swarovski crystal. [Exp. #177.]

Medic Alert Home Page *http://www.medicalert.org* Emergency medical information and identification (ID). [Exp. #176.]

Phoenix Center For Clinical Research *http://www.pccr.com* A center for pharmaceutical clinical trials and drug development. [Exp. #175.]

Pigeons *http://www.ozemail.com.au/~pigeons/index.html.html* Breeding centre for racing pigeons. [Exp. #176.]

Pipe Organs And Music *http://orgel.com* Information on pipe organ building and design. History of the organ and its music. [Exp. #175.]

Pixel Photo *http://www.pixelphoto.com* A digital imaging and digital photography guide for advertisers, art directors, and production managers. [Exp. #176.]

Plastic Surgery Interactive Resource *http://users.aol.com/jdisaia* The place for honest information on cosmetic surgery. Now with an online multimedia program for download. [Exp. #175.]

RoofsNet *http://www.roofs.net* Supply the homeowner, roofer, roofing distributor, and roofing manufacturer one location to receive or distribute any information regarding the roofing industry. [Exp. #176.]

Shelter Assistance Association *http://mario.speedsoft.com/shelter/* A non-profit corp. whose mission is to provide the communication link between recovery-based facilities and the person on the street suffering. [Exp. #177.]

Southwest Volcano Research Centre *http://www.goodnet.com/~ej76707/* Volcano eruption forecasting and updates on latest eruptions worldwide. [Exp. #176.]

Sunshine International Penpals *http://sunshine-girls.com/* Asian women desire romance, marriage. World's largest correspondence service since 1984. Free photobrochure. [Exp. #176.]

The Waters Edge *http://www.waterdesign.com* A retreat and a resource for the creative business spirit. [Exp. #176.]

Yoga *http://www.yoga-autoconocimiento.net* A site for concentration and mediation. [Exp. #176.]

PERSONAL HOME PAGES

Ancient One's Crypt *http://www.geocities.com/SunsetStrip/Venue/9921/* Fun for all ages! Java Script, music, links, chat, and more! Get your fill here! [Exp. #177.]

CARveat Emptor: Tricks of the Great American Car Deal *http://www.well.com/user/kr2* Lemon-proofing the great American car sales, lease and service deal for village and family values. Trunkloads of free info and references. [Exp. #176.]

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- * 32 MB SDRAM
- * 3.2 GB IDE HARD DRIVE
- * 1.44 MB FLOPPY DRIVE
- * 104 KEYBOARD Win 95
- * Microsoft 2 button MOUSE
- * DELUXE ATX MID TOWER CASE
- * 15" .28 N.I. SVGA DIGITAL MONITOR

Pentium II 233MMX	$1,155
Pentium II 266MMX	$1,419
Pentium II 300MMX	$1,639

Budget
intel inside
Pentium Multimedia

- * Triton TX board, 512K L2 cache
- * PCI 1MB DRAM SVGA VIDEO
- * 16 MB RAM 72 PIN EDO
- * 2.1 GB IDE HARD DRIVE
- * 1.44 MB FLOPPY DRIVE
- * 104 KEYBOARD Win 95
- * Compact/Mid Tower Case
- * 3 button serial MOUSE
- * 24X E-ide CD-Rom
- * 16 Bit Compatible Sound Card
- * 60W Speakers Set
- * 33.6k Fax/Modem/Voice
- * 14" .28 N.I. Monitor

Pentium	150MHz	$ 599
Pentium	166MMX	$ 649
Pentium	200MMX	$ 749

Pentium MMX
Multimedia
intel inside

- *TRITON II TX BOARD 512K PIPELINED CACHE
- * ATI 3D 64BIT 2MB W/ MPEG READY
- * 24X IDE CD-ROM
- * SOUND BLASTER CARD 16 BIT PnP
- * 160 WATT SPEAKERS
- * 33.6 FAX/MODEM/VOICE US ROBOTIC
- * 32 MB RAM 72 PIN 60 NS EDO
- * 2.1 GB IDE HARD DRIVE
- * 1.44 MB FLOPPY DRIVE
- * 104 KEYBOARD Win 95
- * 3 button SERIAL MOUSE
- * DELUXE MID TOWER CASE
- * 15" .28 N.I. SVGA DIGITAL MONITOR

Pentium	166MMX	$ 799
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Pentium	233MMX	$ 999

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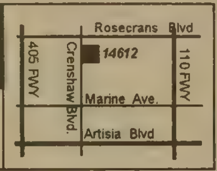

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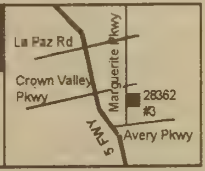

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Web Page Listings *continued...*

Cool Stuff *http://www.geocities.com/SiliconValley/6555* Useful stuff for your PC, HTML links, animated gifs, Looney Tunes, and more cool stuff. [Exp. #176.]

Daniel Contreras Home Page *http://home.pacbell.net/contrera/index.html* Daniel Contreras is a Chicano activist in Southern CA. My site contains several interesting Latin links and will soon contain an art gallery honoring Mexican heroes. [Exp. #177.]

Eric's KittyKat Korner *http://members.tripod.com/~KittyKorner* RealAudio songs for cat lovers; pics of my orphaned and saved kitty's. [Exp. #176.]

GPF Avoidance *http://home.earthlink.net/~khronos* Century cable gripes, Carl Sagan, Hodgkin's disease, hyperlinks, and more. [Exp. #176.]

It's A Wonderful World *http://www.ifw-lmc.com/kindness.htm* For people who are interested in creating a safe and trusting world for all people. [Exp. #176.]

Marc D. Nickelson Personal Web Resume *http://www.careersteps.com/nickelson* This is my personal Web resume highlighting my employment history and education. I am seeking an entry-level position in the computer industry. [Exp. #177.]

Mark L. Falconer Film Page *http://members.aol.com/MFalc1/home.html* Reviews of current films and videos. Occasional commentary on the industry. [Exp. #176.]

Phil Walsh Home Page *http://kspace.com/walsh* Based in Canyon Country, CA, Phil Walsh is a freelance artist who does graphics, animation design, and the fine arts. [Exp. #175.]

World Wide Pet Names Project *http://www.wellwellwell.com/petnames* Browse thousands of unique pet names. Add your own favorites. Make your pet world famous! [Exp. #176.]

GOVERNMENT/ POLITICS

Biodiversity Forum: Discuss Nature Conservation Online *http://real.geog.ucsb.edu/bioforum/home.html* Biodiversity Forum is a site for people like you to express views related to biodiversity loss and conservation. It is designed to serve public education, exchange, and opinion research objectives. [Exp. #176.]

Bureau Economique en France *http://www.cotedivoire.co* Site officiel du Bureau Economique: Paris and Washington. [Exp. #175.]

Corporate Watch *http://www.corpwatch.org* As all the Fortune 500 companies jump onto the World Wide Web bandwagon, who's keeping an eye on them? Corporate Watch is! [Exp. #175.]

First Amendment Center *http://www.fac.org* Congress shall make no law respecting an establishment of religion, or prohibiting the free exercise thereof; or abridging the freedom of speech, or of the press; of the right of the people peaceably to assemble, and to petition the government for a redress of grievances. [Exp. #175.]

Health Finder *http://healthfinder.gov* Designed to provide consumers with easy access to the widest range available of online, accurate, up-to-date health information from the US government and its many partners. [Exp. #175.]

Irish Trade Board's Internet Supersite *http://www.irish-trade.ie* Providing international buyers with comprehensive access to the sourcing capabilities of Irish companies. Available in six languages. [Exp. #176.]

K9 Officer's Reference Page *http://www.neosoft.com/~jmsjr/index1.htm* A reference page for law enforcement canine officers. [Exp. #176.]

Ken's Communist Comics *http://www.geocities.com/Area51/2369/kcc.html* The only communist comics shop in California. Our prices are Marxerific and the service is Maovelous! [Exp. #175.]

Library Of Congress Information Bulletin *http://www.www.loc.gov/loc/lcib* [Exp. #175.]

Mumia Abu-Jamal Web site *http://www.mumia.org* Learn more about Mumia Abu-Jamal, read the latest updates on his case. [Exp. #176.]

Peacemaking & Crime *http://www.westga.edu/~jfuller/peace.html* Peacemaking & Crime seeks to provide information about peacemaking in the US criminal justice system and about alternatives to the war on crime perspective. Features include news items, an explanation of the perspective and links to related sites. [Exp. #176.]

Political Ecology Group *http://www.igc.org/peg* PEG is a multi-racial, volunteer-based organization working for environmental justice in the SF Bay Area. [Exp. #175.]

Secret FBI Files Web Site *http://www.crunch.com/01secret/01secret.htm* Thousands of secret FBI files, never before suspected. [Exp. #176.]

Social Development Web Site Of Pakistan *http://www.digitalin.com/devpak* Pakistan's first Web site on social sectors. [Exp. #175.]

US Consumer Information *http://www.pueblo.gsa.gov* Find the latest information from more than forty US government agencies. [Exp. #175.]

User's Gude To The Declaration Of Independence *http://www.founding.com* Mainly for educational institutions, this site has 10,000 pages of essays, tracts, sermons, and other documents from the Founding Fathers. [Exp. #176.]

ARTS

A Odisho 3D Gallery *http://www2.inow.com/~mystery/gallery* A gallery of some nice, original 3-D pictures. Not many, but will add more soon. [Exp. #176.]

All *http://www.allarts.com* Fine Art prints and reproduction sales. [Exp. #177.]

American Photographer In Spain *http://www.angelfire.com/ca/fotografo* Fine B&W photography and Spanish landscapes! New format with great photos, and Spanish links too! [Exp. #176.]

Art Designer And Sculptor *http://www.rhughesartdesigner.com* Sculpture, private commissions, mobiles and prints. [Exp. #177.]

Art Of All Sorts *http://www.artofallsorts.com/* Buy reproductions of the great masters online! Cezanne, Chagall, WuChen, Gauguin, Hiroshige, Kahlo, Klee, Matisse, Monet, O'Keefe, Van Gogh, and more. [Exp. #176.]

Artist Roz Dimon *http://www.users.interport.net/~rozdimon* This incredibly famous artist spins an ongoing tale. [Exp. #176.]

Cannonball Express *http://www.best.com/~canonbal* A video project-in-progress about urban firestorms, fire safety and environmental issues. [Exp. #175.]

Digital Snapshot Of The Day *http://www.kurz.net/* A photo gallery of digital photo snapshots. Take a close look at the snapshot of the day, which is updated daily by Martin Kurz. Everyday life gives us the best subjects. [Exp. #175.]

Gary Wagner Fine Art Photographer *http://www.garywagner.com* Fine art photography. [Exp. #175.]

Golden Gate Gallery *http://goldengategallery.com* Modestly priced art prints and originals by noted California artists, especially Don Irwin and Jane Gallagher. [Exp. #176.]

Native Hands Gallery *http://www.nativehands.com* The brainchild of Navajo silversmith Jennifer C. Redhorse, this new site is devoted to the history, techniques, materials, and makers of Indian silver jewelry. [Exp. #176.]

PhotoSphere Images, Ltd. *http://www.photosphere.com* PhotoSphere offers professional, royalty free stock images on CD-ROM, covering people, places, nature, backgrounds, and the economy. View our images and order collections online. [Exp. #176.]

Selected Poems, 1997 *http://members.aol.com/TerryMcCa/home.html* A page of enjoyable, edifying, and thought-provoking poetry. Updated frequently. [Exp. #175.]

Southwest Art Liquidation *http://www.fine-art.com/southwestart/Western* Native American art, bronzes, lithos, originals, sands, and more! [Exp. #176.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Art of '60s L.A. underground radio, rebop, beatniks, hipsters, hippies, zoot horn rollo. [Exp. #175.]

Wild Images By KKRImages *http://members.aol.com/denali33/cards/kkrimageshome.html* The site is about nature photography. [Exp. #176.]

ENTERTAINMENT /LEISURE

20 Something *http://home.inreach.com/droysdon/jroysdon/20something/* Undernet IRC is for people in their twenties and looking for good clean chat. [Exp. #177.]

Abercrombie & Kent *http://www.abercrombiekent.com* Adventure travel. [Exp. #176.]

Across The Bay Tent And Breakfast Adventure Co. *http://www.tentandbreakfastalaska.com/* How about stunning Kachemak Bay, in Southcentral Alaska, surrounded by rainforest, mountains and glaciers on the Kenai Peninsula. The only way to get to us is by water taxi, air or tour boat. Fly-direct. [Exp. #176.]

Actual St. Louis *http://www.actualstlouis.com* An information showcase for and about St. Louis, MO. [Exp. #176.]

Ames Music CD's, Cassettes, And More! *http://www.AmesMusic.com* [Exp. #177.]

Arcade Classic's ROM World *http://www.geocities.com/TimesSquare/Arcade/5187* Over 250 of your favorite classic arcade games free to download on your PC. [Exp. #177.]

Arctic Travel *http://www.arctic-travel.com* A travel guidebook that aims to become the most comprehensive guide to the Canadian Arctic is now online. [Exp. #176.]

Astrology Now! *http://onesky.com/astrology* Find detailed information about your astrological sign, compatibility with others, and of course horoscopes! [Exp. #176.]

Black Moon *http://www.black-kat.com/blackmoon* Promotes appreciation of Japanese animation and culture by showcasing current anime, art, and related exhibitions. [Exp. #176.]

Bright Spot *http://www.getawaynow.com/bahia-luminosa* Costa Rica—Bahia Luminosa beachfront resort and hotel where our forest meets the sea. [Exp. #176.]

Capt. Ted's Whooping Crane Tours *www.sirius.com/~sarabel/Crane.html* Vacation idea for the adventurous: where to go to see the whooping crane. Includes sounds and footprints plus original art. [Exp. #176.]

continued on page 241

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Samsung 2.1GB	$140
Samsung 2.5GB	$165
Maxtor 7.0GB Ultra DMA	$350
Seagate 1.7GB	$165
Seagate 2.5GB	$185
Seagate 3.2GB	$195

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Intel TC430HX Tucson w/512K	$165
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Pentium® VX-Two w/512K	$85

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Intel Pentium® MMX™ 233MHz	$390
Intel Pentium® MMX™ 200MHz	$240
Intel Pentium® MMX™ 166MHz	$129
Intel Pentium® 150MHz	$115
Cyrix 6x86 PR200+	$75
AMD K6 PR166	$155
AMD K6 PR200	$210
AMD K6 PR233	$340

VIDEO CARDS

MATROX	
Millennium II 4/8MB VRAM	$230/310
Mystique 2/4MB	$99/125
DIAMOND STEALTH	
DS64-2000 2/4MB	$55/65
DS64-3000 2/4MB	$95/120
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Product Spotlight

Updates

ACS Software, Inc. has released **AutoEDMS v5**. $695. ACS Software, Inc., 25825 Eshelman Ave., Lomita, CA 90717-3220. (310)325-3055, or URL: *http://www.acssoftware.com* .

The AG Group, Inc. has shipped **EtherPeek for Windows 2.0.** The AG Group, Inc., 2540 Camino Diablo, Ste. 200, Walnut Creek, CA 94596. (510)937-7900, *info@aggroup.com* , or URL: *http://www.aggroup.com* .

Andromeda Software, Inc. has made available **Andromeda Shadow Filter**, a multi-platform Photoshop plug-in. Andromeda Software, Inc., 699 Hampshire Rd., Ste. 109, Thousand Oaks, CA 91361. (805)379-4109 or URL: *http://www.andromeda.com* .

BumbleBee Technologies has announced that the best-selling career guide, ***What Color Is Your Parachute?***, is now available on CD-ROM for Windows 95. $49.95. BumbleBee Technologies, 50 Congress St., Ste. 250, Boston, MA 02109. 1-800-811-8347 or URL: *http://www.parachute.net* .

Commax Technologies, Inc. has released the **Imager 730** Professional 30-bit Scanner. $149. Commax Technologies, Inc., 2031 Concourse Dr., San Jose, CA 95131. 1-800-526-6629 or URL: *http://www.theimager.com* .

Digital Computations, Inc. has introduced **DOE KISS**, a design of experiments software package for Microsoft Excel. $99. Digital Computations, Inc., 4900 Cutting NW, Albuquerque, NM 87114. (719)531-0777 or *aapa@airacad.com* .

Excel Software has updated **MacAnalyst, MacA&D, MacTranslator,** and **QuickCRC** for MacOS 8. Excel Software, (515)752-5359, *info@excelsoftware.com* , or URL: *http://www.excelsoftware.com* .

Informative Graphics Corp. has introduced **Myriad 4.0.** Informative Graphics, 706 E. Bell Rd., Ste. 207, Phoenix, AZ 85022. (602)971-1714 or URL: *http://www.infograph.com* .

Mitsubishi Electronics America Inc. has debuted **AMiTY CN**, a mini-notebook. $1,995. Mitsubishi Electronics America Inc., 5665 Plaza Dr., P.O. Box 6007, Cypress, CA 90630. (714)220-2500.

Network Instruments, LLC has released **Observer 4.5**. $695. Network Instruments, LLC, Fourth Floor, 8800 West Highway Seven, Minneapolis, MN 55426. 1-800-526-7919, *info@netinst.com* , or URL: *http://www.netinst.com* .

Softlink, Inc. has announced **BravoMAIL**. Softlink, Inc., 326 12th Ave., Ste. 7, San Francisco, CA 94118. (415)831-9270, or URL: *http://www.bravomail.com* .

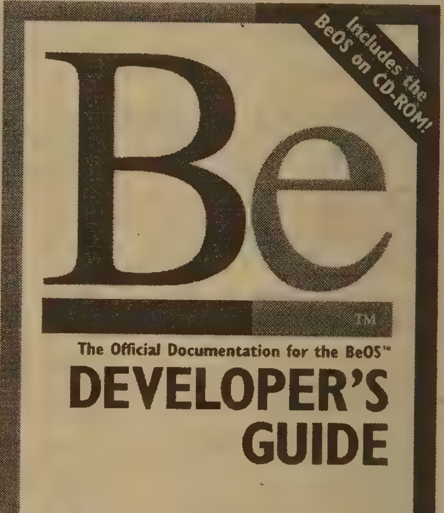
Westbrook Technologies, Inc. has made available **File Magic COLD 5.0**. Westbrook Technologies, Inc., 22 Summit Pl., Branford, CT 06405. 1-800-WHY-FILE, *info@filemagic.com* , or URL: *http://www.filemagic.com* .

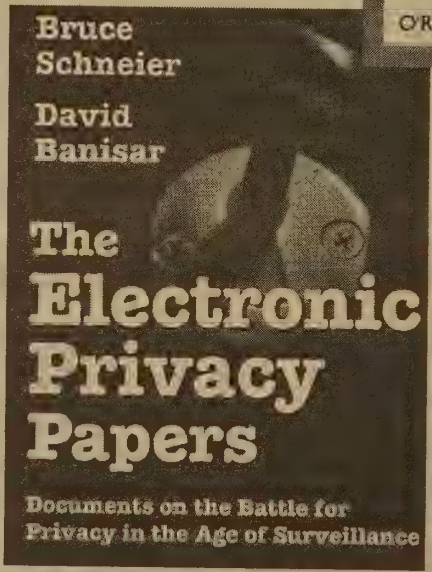
Product Announcements

Books

Be Developer's Guide

Featuring Silicon Graphics workstation performance on commodity personal computers, the Be operating system (BeOS) is the ideal platform for high-end graphics and multimedia. The *Be Developer's Guide* provides developers with access to the internals of the BeOS. Describing all the foundation kits in the operating system and how to use them. Topics include: the Application Kit, the kits that gets you started; the Storage Kit, an interface to the file system; the Interface Kit, everything you need to design a graphic user interface; the Kernal Kit, providing access to the lowest programmable level of the BeOS; and the Support Kit, a catchall for common functionality and definitions. The *Guide* includes a CD-ROM containing the entire BeOS ($49.95). O'Reilly and Associates.


Includes the BeOS on CD-ROM!
Be
TM
The Official Documentation for the BeOS™
DEVELOPER'S GUIDE
O'REILLY
The Be Development Team


Bruce Schneier
David Banisar
The Electronic Privacy Papers
Documents on the Battle for Privacy in the Age of Surveillance

The Electronic Privacy Papers

Security expert Bruce Schneier, along with privacy advocate David Banisar, are the editors of *The Electronic Privacy Papers: Documents on the Battle for Privacy in the Age of Surveillance.* This book shines a spotlight on the backrooms of secret government agencies, like the NSA and the FBI, where crucial decisions on the future of the information age are made with little or no public input. By also gathering printed material by organizations ranging from the ACLU to

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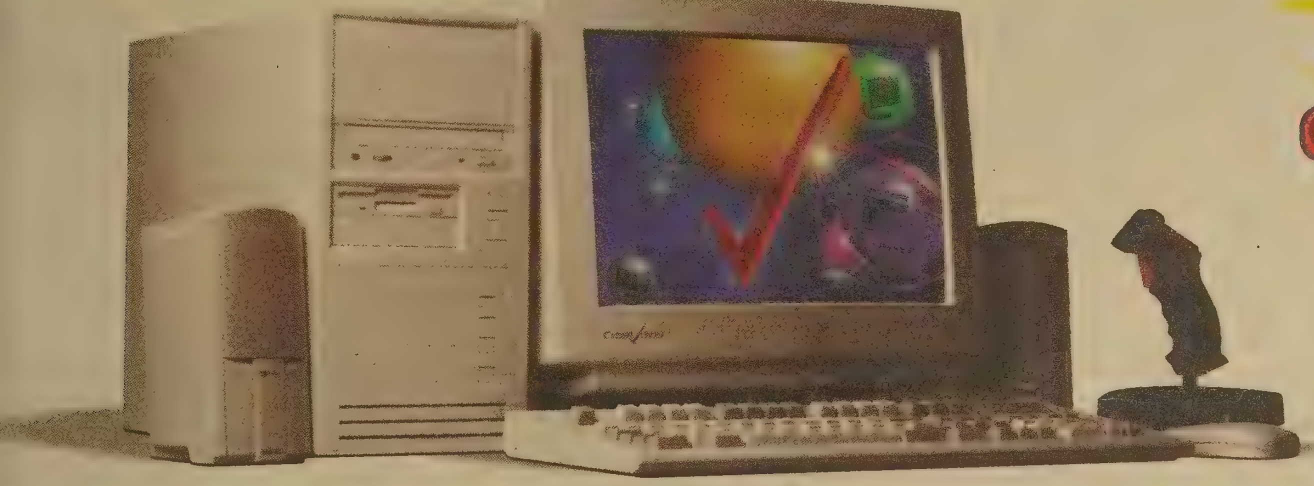

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MMX 200	$988
MMX 233	$1158

$1068

MMX 233

~~PEN II-233~~	$1358
PEN II-266	$1458
PEN II-300	$1628

$1628

PEN II-300

Perfect 166 $698

Pen 150	$678
MMX 200	$798
MMX 200	$858

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- 64 XPRESSION w/2Meg

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- AMI Mid Tower Case/230W UL PS
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the *New York Times*, this book provides a look at how privacy issues are being brought to the attention of the public. It contains scores of previously classified government and industry documents, as well as articles, speeches, and memorandum, written by key figures in government, communications, technology, and journalism ($59.99). Wiley Computer Publishing, 605 Third Ave., New York, NY 10158-0012. (212)850-6000. URL: *http://www.wiley.com/compbooks/* .

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CVideo-Mail allows users to record video and audio messages and send them as attachments to email. It is compatible with all standard MAPI-compliant email packages such as Eudora and Netscape, as well as other email programs that accept attachments including AOL. CVideo-Mail includes software, a PCI video capture board, which is compatible with all NTSC, PAL, and SECAM video inputs. There is also an optional Phillips XC731/495 desktop camera ($149; $249 with optional desktop camera). Cubic VideoComm, Inc., 9333 Balboa Ave., San Diego, CA 92123. 1-888-295-0938, (619)505-2030. URL: *http:/www.cvideomail.com* .

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Crosspad enables users to write in ink on standard paper and transfer their handwriting directly to the PC. Once in the PC, the handwriting can be filed, reorganized, faxed, emailed or printed in hand-written form or converted to ASCII text for use in any Windows 95 application. Using a specially designed electronic pen and pad designed by Cross Pen, and technology developed by IBM Research, Crosspad users take notes in ink on a standard 8.5" x 11" pad of paper. The pen emits a signal that is transmitted through the paper and captured by the pad, simultaneously recording the handwriting on an "electronic page." When the paper page is turned or removed, the user presses a button on the bottom of the Crosspad to create a new electronic page. To access and view the "digital handwriting," the Crosspad easily connects to a PC via a cable that attaches to any standard COM port. In seconds, the handwriting is transferred to the PC and appears on the screen. Cross Pen Computing Group, A.T. Cross Co., Lincoln, RI (401)333-1200.

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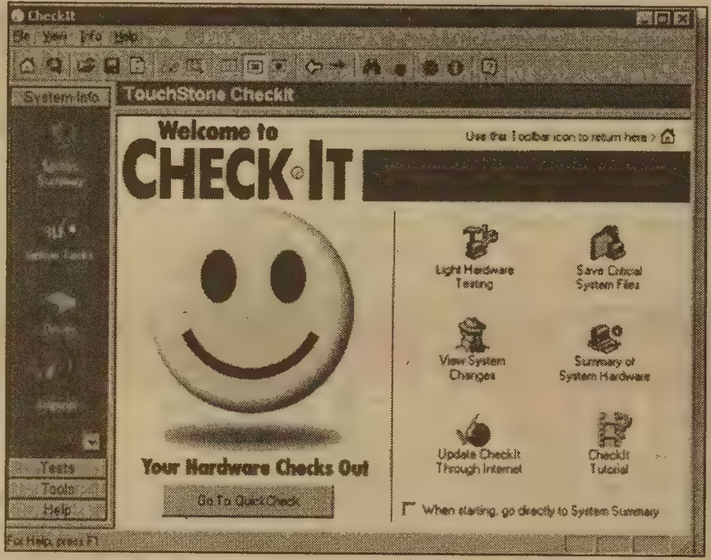
CheckIt v5 for Windows, 32-bit hardware troubleshooting utilities, features a new approach to troubleshooting that finds problems, and leads the user directly to the tools that can provide a solution. First, QuickCheck tests and locates problems automatically. If a problem is detected—whether a glitch, setup conflict or change in performance—the program's troubleshooter guides the user to the tests and information needed to solve it quickly. These include powerful hardware tests, extensive system information, and a fast, easy way to compare system changes. For example, CheckIt's Find It feature allows users to search for specific information they need, rather than having to look through pages of system information. CheckIt offers more than a dozen comprehensive information displays identifying everything users need to know about their computer system ($49.95, estimated street price). TouchStone Software Corp., 2124 Main St., Huntington Beach, CA 92648. (714)969)7746. URL: *http://www.touchstonesoftware.com* .



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Combining Etak's digital maps with an extensive library of information about all 683 federal, state, and county courthouses throughout California, Essential Courts offers traveling lawyers highly accurate maps to use when trying to find a courthouse in unknown territory. By mouse-clicking the "Show Me the Map" button on the court data screen, users can view major streets and highways within a one- to three-mile radius of their court destination. In addition to the list of courthouse mailing and physical addresses, the program also includes key phone numbers, personnel contacts, data about judges, a guide to each court's local rules, and more than 9,000 special rules. Users can attach personal notes about each court facility or judge ($395, with updates every six months). Etak, Inc., 1430 O'Brien Dr., Menlo Park, CA 94025. URL: *http://www.etak.com* . Essential Courts was developed by Essential Publishers, Inc., San Francisco, CA. 1-800-286-0111.

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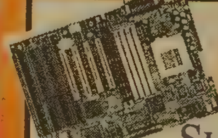

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Product Announcements

continued from page 186

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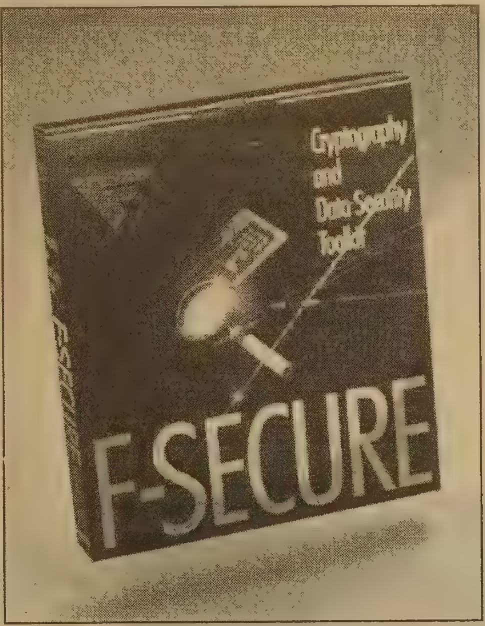
ActiveWeb 2.1

ActiveWeb Integration System integrates diverse information resources, such as packaged applications, databases, browser applets, and heritage systems. The system is based on events—messages that reflect a customer's business processes. Version 2.1 offers digital signature and Secure Sockets Layer (SSL) connectivity for increased security, a new Adapter for DB2 mainframe databases, and upgraded Java support for SunSoft's JDK 1.1. A Commercial Adapter Development Kit is also available for third-party developers who want to build ActiveWeb adapters to integrate other products into the ActiveWeb system. The Database Adapter, DB2 Edition integrates mainframe data with Internet, intranet, as well as custom and purchased applications. SSL support is offered as an Information Broker option for customers who need to send encrypted data over a secure socket with digital signature authentication. ActiveWeb complies with the latest SSL 3.0 specs and uses the RSA public key encryption scheme. (Pricing varies with the size and complexity of customer projects.) Active Software, Inc., (408)988-0414. URL: *http://www.activesw.com/* .

F-Secure Virtual Private Network 1.1



F-Secure VPN 1.1 is a software-based encrypting router that lets companies secure all traffic between local area networks and set up Virtual Private Networks using the Internet or other insecure networks. It is available globally and offers security of at least 128-bit encryption. F-Secure VPN features a new Network Editor that supports the design of a complete VPN. It encrypts TCP/IP packets, both the header and the payload, on the fly for transport over the Internet or an intranet. It provides the most powerful encryption available, including industry standard algorithms of RSA, triple DES, and Blowfish, as well as data compression, authentication of encryption servers and performs distributed key management. ($2495) Data Fellows, Inc., 675 N. First St., #645, San Jose, CA 95112. (408)938-6700. URL: *http://www.DataFellows.com* .

Macintosh Hardware

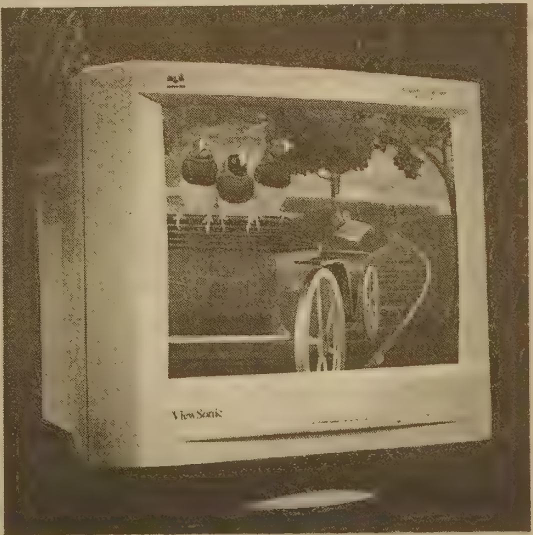
PowerBook PCI Expansion System

The PowerBook PCI Expansion System is designed for the Macintosh PowerBook 3400 and PowerBook G3. It adds seven or thirteen full length PCI slots to the PowerBook computer in a separate rack mount or desktop enclosure. The PCI Expansion System connects to the PowerBook through a multimedia bay module and expansion cable. The system includes mounting bays for fixed or removable media disk and tape drives, such as CD-ROM, CD-Writer, DVD, Jaz and Zip drives. The PCI Expansion System can also be connected to a desktop Power Macintosh with a PCI Host Interface card from MAGMA. (Prices start at $995 for a 3 slot system including a 120W power supply for the PowerBook 3400.) MAGMA, 6725 Mesa Ridge Rd., San Diego, CA 92121. (619)457-0750. URL: *http://www.magma.com* .

Monitor

ViewSonic GS771

Designed for users who require a 17" monitor with high performance and the need for space efficiency, the GS771 is 3" less in depth than comparable models with a footprint similar to the smaller 14" monitors. Known as Short Depth (wide deflection) technology, this new type of advanced electron gun incorporated into the ViewSonic monitor uses a 100-degree CRT instead of the typical 90-degree. The wider deflection design produces a 16" viewable image. The GS771 also features OnView controls with on-screen menus and convenient push-buttons, providing fast, easy screen adjustments. ViewMatch color control allows users to match monitor and printer output colors. ViewSonic monitors work with Windows and Macintosh systems. ($599) ViewSonic Corp., 381 Brea Canyon Rd., Walnut, CA 91789. 1-800-888-8583. URL: *http://www.viewsonic.com* . ■



MultiMedia & BEYOND

MULTIMEDIA 101

In This Section:

- **Multimedia 101**
  Art, Technology, And The Valley
  State Of The Art
  By Jonathan E. 192
- **Technology, Culture, And Art**
  The San Jose Museum Of Art Meets The
  Art Of Multimedia
  By Tony Reveaux 204

Art, Technology, And The Valley

State Of The Art

"I wish that I could somehow get every single executive in Silicon Valley to come and look at that timeline. Because I swear to God it would change the way they look at art, and it would change the way they make their technology if they realized that it's more than just speed, it's more than just bandwidth—that there are aspects of interactivity, aspects of the way we use technology that come from the human soul, that affect the way we think and the way we look at the world," exclaims Randall Packer, director of multimedia for the San Jose Museum of Art, in a moment of high-flying transportive passion.

The timeline Packer is talking about is the Interactive Timeline, also described by my fellow columnist Tony Reveaux. Produced in association with the Alternating Currents exhibition at the San Jose Museum of Art, it's designed to illustrate the connections over the past forty years between art, technology, and that peculiar combination of social and historical events and the way we live known as culture.

Without doubt, these three strands are now entwined in a tight embrace; as a technology emerges, artists rush to use it; as events occur, artists interpret their significance; as a technology reaches the market, culture responds with new styles of fashion and play; technologies are developed in response to perceived cultural needs; sometimes artists even see the future and encourage the emergence of a new technology.

Occasionally the timeline reveals some close-linked cause and effect, but the overall message is that we live in fast-moving and confused times, with multiple vectors where the three strands of art, technology, and culture tumble over each other, rolling together down the slope of history, even as they clasp each other close.

It's certainly not all direct connection.

BY JONATHAN E

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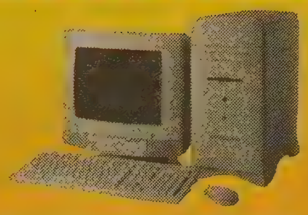

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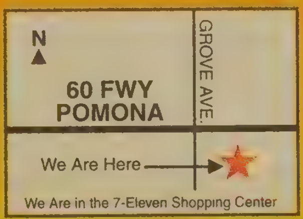

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Different art, events and technologies addressing the same issues appear simultaneously, widely separated in space or milieu, apparently simply forming out of the zeitgeist of the time. And, of course, events can just happen at random, at the time seemingly without reference to anything else, although later gaining cultural significance and perhaps falling into a pattern.

That's my interpretation, anyway.

Whatever else, the fact that Reveaux and I both found our independent ways to the Alternating Currents exhibition, the Interactive Timeline, and Randall Packer at the same time should tell you something about the current state of multimedia and the significance of what's going on at the San Jose Museum of Art.

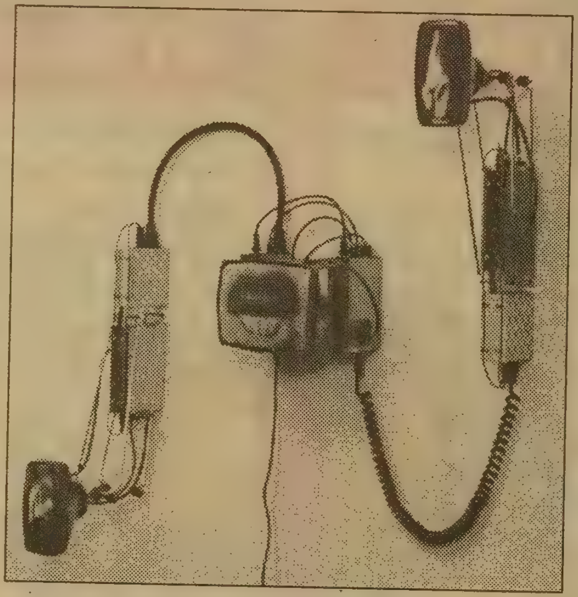
NOTHING NEW UNDER THE SUN?

Packer's timeline covers the past forty years, a period when technology has pretty much become shorthand for "digital information and communications technology" while the word "multimedia" is often used as the catch-all term for digitally produced, manipulated and distributed media.

However, both technology and multimedia sunk roots deep into the loam of human artistic energies long before computers became commonplace. The timeline itself illustrates this, for example, with references to analog video art from the early '60s, while the Alternating Currents exhibition is almost entirely pre- and non-digital work.

In fact, a large part of its appeal is that the works are mostly so large and so fine-grained that you could not possibly experience them through the small pixelated constraints of a screen, although some pieces either are indeed screens themselves or include screens, and many use electronics of one kind or another.

The common thread is that the works are commenting on the effects of technology upon us humans and our society at a time when technology of all kinds has become increasingly intrusive into everyday life. The type of technology has also changed, from relatively simple machines designed to perform physical tasks to complex electronic systems that work more in the areas of media and communication—areas of the mind, areas where manipulation becomes not a matter of convenience but a matter of concern.



I remember that the first computer art I ever saw was at the Cybernetic Serendipity exhibition, held at the Institute of Contemporary Arts in London in 1968. At the time, it didn't mean much to me. Ignorant and unformed as I was, the art appeared to be little more than various wiggly and straight lines making some interesting, but hardly earth-shattering, shapes, all in black and white. It was as simple and ultimately unimpressive as most digital multimedia still was in the early '90s when compared to highly developed forms such as films, video, books, or music.

However, a more attuned observer, Stewart Brand, writing in *The Last Whole Catalog* in 1969, observed, "It must have been an Event. [Actually, I did get that much even back then!] Certainly it is the best collection of computer art yet, the only one not dismissible as engineers kidding themselves. There's been talk for years (e. g. *The New Landscape*, 1956) of how art and science are gonna come together, and indeed communications have improved. But there was no direct avenue, no real mutual domain. Not until computers got common enough for funky hands to lay hold of them to do tricks for funky heads. That's happening now."

In a more prophetic vein, Brand concluded, "Ahead, deep space."

However, art and technology have danced their dance for far longer than that. A good art history book will have an index with perhaps ten or more entries for technology and art along, of course, with timelines of various artistic styles and their periods of preeminence. In a sense, artists have always used technology—and, in a way, art is a technology and always has been, right from its early days in the cave.

Beyond that, of course, art has frequently both portrayed what was going on in the culture of the times and commented on aspects of that culture. Over approximately the past five centuries, since Gutenberg, technological change has been a gradually increasing factor in social and economic conditions, while the two centuries since the Industrial Revolution have seen that influence accelerate wildly. Artists have responded in many ways to technology's effects—from revulsion at the loss of natural beauty and the social changes wrought by the economic power of new technologies, to swooning rapturous lust for the shiny new machine age with its promise to sweep away all the lingering remnants of our toiling sweaty past.

Packer wisely has not attempted to bite off the whole of this history with his timeline. Instead, he declares his aim was "to try to explain to the public where this multimedia phenomenon comes from. It didn't come out of thin air and it didn't come out of the industry, that's for sure.

"A lot of people associate multimedia with computers and even more specifically with CD-ROMs. . . . I've been very interested in the roots of interdisciplinary art, electronic art, interactive art, all of which constitutes a form that's been evolving much longer than this industry has even existed."

In fact, Packer believes that Wagner was among the first successful multimedia artists, claiming, "Wagner changed the world because he understood presentation. He built an opera house where it was all about presentation. He hid the orchestra in the pit. He turned the lights down. He built the acoustics so you were enveloped in sound. It's about presentation." Partially explaining the confused state of contemporary computer-based multimedia, he adds, "The computer industry doesn't understand presentation."

Packer expands his point by insisting, "There's a lot to look at in terms of this broader view of the medium. It gets you thinking about what the real fundamental issues are aesthetically in terms of a multimedia art form. It's not just clicking on buttons, it's not even a clicking thing, it doesn't need to be a click thing. For me, even more important than the interactivity is the notion of the integration of different media—which gets overlooked quite often in multimedia."

I ask him for a definition of multimedia and he barely hesitates, "I have my stock definition that I give in classes. How I define multimedia is as essentially a multisensory experience, a multisensory experience that may or may not actually have an interactive component to it. But essentially a multisensory experienee in which

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multiple artistic media are woven together into a single unified expression. It's important that there's a certain symbiosis in the integration of these sensory stimuli or sensory media, that they form one complete expression."

Being an intellectual and aesthetic athlete, Packer finds this a little too easy and pat to leave alone. He relates a tale of a classroom discussion of whether film is multimedia when a student, denying the multimedia qualities of film, simply declared that multimedia is "one more medium than we're used to."

Packer didn't buy that definition, explaining, "We're so used to film being a synthesis of sound and image that we don't even think of them as being separate media. They're just like one medium fused together. Whereas if you add film and some other element to it, then it feels like multimedia because it's then one more medium than we're used to. I would say that it is multimedia. I look at multimedia from the broadest possible perspective.

"But I think that the one thing that's really unique to multimedia as we know it today is the interactivity. That tends to get overemphasized because people don't look enough at the importance of language and the way the media are integrated together; that often gets overlooked. But what's truly unique and different about the medium is the kind of interactivity—because I would say that even movies are interactive. I actually look at movies as being interactive—theater more so, theater is very interactive. But there's a kind of interactivity that's truly unique to this medium—the ability to actually affect, not just the quality of what you're seeing, but the ordering of it, the way it plays out sequentially. You can't do that in a movie, you can't do that in a live performance."

TRIUMPH OF THE ARTISTS IN PHILISTINE VALLEY

When it comes to what he's trying to achieve as director of multimedia at the Museum, Packer is characteristically enthused about the possibilities.

"The first thing is that it needs to be clear to Silicon Valley why we're doing this. Why is it so important for a museum to be high tech? Obviously, because it's almost like the Web was created for museums. It's an ideal medium for museums because not only can you document art; you can use online space as a gallery, and you can create new art for that medium."

He goes on to explain how museums all over the world are embracing the Web by digitizing their collections and putting the resulting databases up on the Web for study. One key advantage of this is that art that is now hidden away in the vaults (the majority of most museums' collections) is available for viewing in some form, even though it is admittedly not quite the same visceral experience as seeing the works up close without technological mediation.

Moving on to what this means for the high-tech industry and society at large, Packer continues, "One of the things I've been trying to explain about this, and this is important to the industry, is that here in this country there is a

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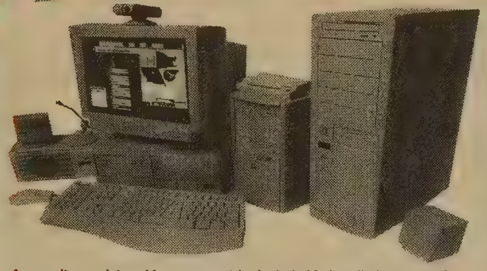

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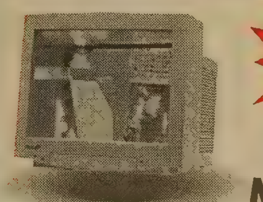

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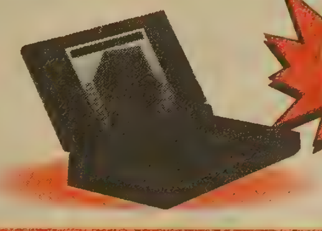

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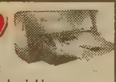

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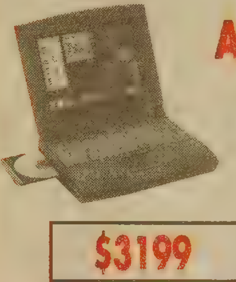

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definite lack of cultural resources. There's a lack of appreciation of culture. Schools can't afford to teach art. People are interested in science and technology but arts are really always put in the back seat in our educational system.

"So this is an incredible opportunity to provide an educational resource that's unheard of. It means that kids in schools, kids in libraries, people of all ages, can study art on the Web, can have access to these vast archives of America's and the world's art. What a great contribution that is to making people a little bit more aware and more educated about our culture. It's a tremendous thing.

"I'm saying to people in industry and those companies that are being asked to support the museum, 'You are developing this technology, and the power of that technology is the power of access. Why not bring that access to institutions like museums so that it really plays an important role in how people are educated in this country about culture, which is of the utmost importance?' Companies in Silicon Valley that support museums can really affect our country in a dramatic way, affect our children, affect our knowledge of culture dramatically. I think it's almost a no-brainer in terms of the effectiveness of supporting institutions that are set up to educate society about culture and about all intellectual content."

I point out that there are some interesting ironies in seeking this kind of support from corporations busy changing the working landscape so fast with their products that one might reasonably ask who needs to know about anything old such as Renaissance painting, film of the '30s, or any other cultural artifacts from any time prior to the '70s, from corporations that by and large hate to pay taxes in a state where the electorate long ago decided to gut the educational system.

We're living in a time when school libraries struggle to survive and to provide basic information about biological functions, let alone espouse any sense of cultural literacy; we're living in a time when a few right-wing politicians have essentially killed what cultural programs there were in order to shove their bigotry down all our throats. We're living in a society where the populace has not only allowed these things to happen but often supports these retrogressive policies, albeit from positions of self-induced ignorance or conceptual coercion and distortion by the media. Silicon Valley's general tendencies are towards libertarian and free market attitudes that, although some effort is made to obscure the fact, are actually closely allied with the forces that have brought us to this sorry state of affairs.

Ever the optimist and the diplomat, Packer only allows, "It's ironic that the industry is creating the technology that is so powerfully enabling and at the same time the institutions that are responsible for distributing the content can barely survive. So if we can just put the two together I think we can work with each other. Museums educate, Silicon Valley companies make the technology that's now bringing this whole new level of access. If we work together we can each do what it is that we do in our role and change, absolutely change, the quality of education in this country."

Besides providing opportunities for education about the art of the past, Packer intends for the Multimedia Center to provide online space for new contemporary—specifically online and electronic—art produced in association with technology companies. "I've always dreamed of commissioning major artists together with labs on their campus facilities," he explains. "A Robert Rauschenberg or a Jenny Holzer could collaborate with engineers in creating new art that is then exhibited in museums.

continued on page 202

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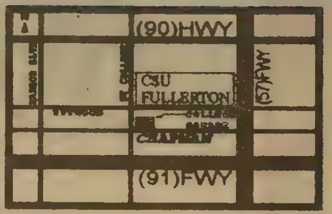

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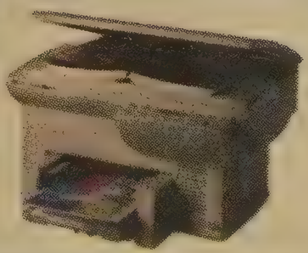

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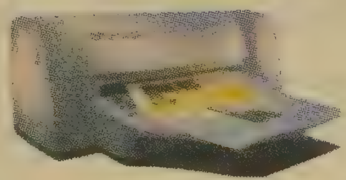

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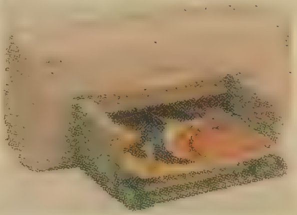

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ART, TECHNOLOGY, AND THE VALLEY

continued from page 198

"This is a fantasy of mine. I don't know why it has to be a fantasy. In Japan they're doing that. NTT, the phone company in Japan, has set up a laboratory, ICC, where they're inviting artists to come and create experimental, avant garde new art, interactive art that's not necessarily trying to be accessible or easy. Some of it is very challenging, some of it's very difficult, some of it's weak, some of it's strong. They're suppporting it because it's an emerging medium; it's the future."

THE BOTTOM LINE

Not being an optimist or a diplomat, I argue that this is a difference of cultural attitude between Japan and the United States—that art is not considered useful by people who are in the business of selling things and that selling things is what this country has disproportionately become about.

Art, on the other hand, is about immaterial concepts, and often is only one piece; it's not mass-manufactured. In this high-tech industry in particular, there is a great emphasis on maximizing short-term profit whatever the long-term or side effects—what economists call "externalities."

> **Randall Packer: "There's a kind of interactivity that's truly unique to this medium—the ability to actually affect, not just the quality of what you're seeing, but the ordering of it, the way it plays out sequentially. You can't do that in a movie; you can't do that in a live performance."**

I remind Packer that Scott Fisher, in his lecture on virtual reality at the Museum, had pointed out that in Europe questions about the effects of his work are frequently asked, while in the Valley they don't get asked at all. Artists tend to make people think and ask questions, particularly if the populace is trained to appreciate art on that level. I claim that all these things are very contrary to the interests that Silicon Valley holds at heart. I suggest to Packer, "In a sense you're trying to be an irritant to the industry, in the sense of getting their attention and asking them…"

For obvious reasons, I don't get to finish my sentence.

"I don't know if I would say irritant," Packer says, "but I would say that I'm trying for the Museum to be to some degree a mirror, not even a mirror…"

"A stimulant?" I try again.

"No."

"You're trying to distract them from their sole purpose of making money into thinking about what they're doing."

Packer is now uneasy. "Yeah," he hesitates, "because they have to."

"They have to?" I ask. "Under the current economic system why do they have to? They're just trying to make the next quarter's earnings."

"Because ultimately we all have to care about what we do and how it affects the rest of the world and the planet and the human condition. If we don't care about those things then the world will just go to pieces," Packer waxes philosophic.

I simply can't resist, "There are plenty of people who think the world is going to pieces precisely because of this technology!"

"Well, maybe then I'm trying to save the world—don't put that in there."

Sorry, Randall, it's too late to stop now. However, I charitably point out to him, "You're not defending the industry—that's not your job."

"I feel like my job is fundamentally to be an evangelist for technology as a tool and as a medium for art making," Packer sighs with relief. "As an artist myself, I feel like I make my own contribution to this body of work as it were, but I've always been interested in education. The museum is a place where education and the arts come together. I feel like what I can do is my small part in making sure that someone is addressing these issues within the context of the museum where it needs to be addressed."

When it comes to the bottom-line issues of the value of art to the industry, Packer regains his composure and expounds once more in his vigorous way, "They just have to use a little bit more of their imagination because I personally believe that if you look at things from a very bottom-line perspective, it's very difficult to see the value of experimental media art. If you're a little bit more visionary in your thinking and you're looking further down the road, you can see the connection between ideas that artists are dealing with in their work and the technologies that you're creating that are revolutionary in and of themselves.

"If you're forward-thinking enough to see the connection between artistic invention and scientific invention, then supporting that art has tremendous value. I just don't think that industry in this country is forward-thinking enough to make that connection. Whereas in Europe and in Asia they do see the connection; they do see the value in supporting new art and experimental art for that matter. But it's all a matter of education, and the reason why this situation exists is because we have lousy arts education in this country. Most people who work in Silicon Valley have not been properly educated in the arts, so how can people in Silicon Valley make the connection between artistic invention and scientific invention? That's where the Museum again comes into play."

Finding the grist of his argument again, Packer returns to discussing the Alternating Currents exhibition and the Interactive Timeline, "What are the themes that have been critical to artists who have been working with technology over the past 40 years—before computers were being used for art making? I think the most important thing about that exhibition is that in bringing out those themes—message and narrative, the perceptual relationship that we have with technology, how it alters our perception of the world—better equips us for experiencing computer art and more contemporary use of technology.

"Fundamentally, it brings to the surface what the really key issues are in experiencing any kind of art, or art and technology in this case. If the show had just dealt with computers, maybe it would have given us a look at what artists are doing today or in the past several decades with computers, but it may not have explored as well some of the fundamental experiences that need to addressed in terms of our understanding of multimedia and more contemporary computer art.

"I think that the exhibition does a tremendous job of preparing us for better understanding of what's going on in the world around us right now. What's in the Museum is the perfect way of providing the foundation for our audience on how to understand the art of the 21st century." ■

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RESOURCES:

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URL: *http://www.sjmusart.org*

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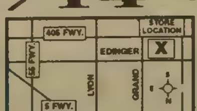

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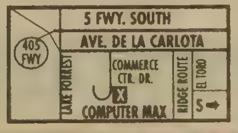

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Technology, Culture, And Art

The San Jose Museum Of Art Meets The Art Of Multimedia

Once the Gotham City of agrarian Northern California, the city of San Jose, phoenix-like, has captured national attention for the renewed vigor of its civic planning and its robust growth. Today its crops are chips and bits as it confidently shoulders the leadership of being Silicon Valley's regional capitol.

Appropriately enough, the San Jose Museum of Art has emerged as a shining avatar of how art and technology can conjoin into a higher synthesis.

Technology
Culture
Art
'84

ALTERNATING CURRENTS: AMERICAN ART IN THE AGE OF TECHNOLOGY

The City and the Museum made a substantial commitment to provide great art in a museum that historically never had much of a permanent collection. More than $4 million has been invested in a collaboration with New York's Whitney Museum for four exhibitions, over eight years, of great contemporary American art from 1900 to the 1990s. The result has been nothing less than world-class art right here in San Jose.

The fourth and final installment, "Alternating Currents: American Art In The Age of Technology," and its collateral elements, the "Multimedia Timeline and the Online Tour," will be up until October 1998. With restoration of the Historic Wing complete, yielding a well-designed cafe and gift shop/bookstore, this marks an exemplary commitment to multimedia and digital art.

Born in San Jose, Randall Packer was director of the Multimedia Studies Program at San

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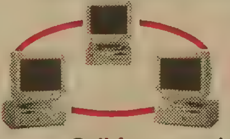

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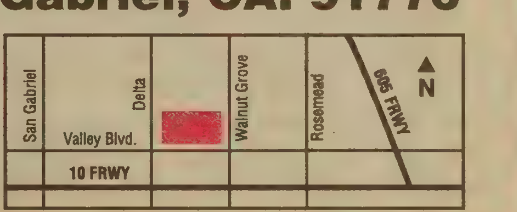

SAN JOSE MUSEUM OF ART *continued...*

Francisco State University in 1995 and 1996. While there he authored one of the courses (as did I) for the MSP's short-lived Online Curriculum. He currently serves on the faculty of the Department of Art Practice at UC Berkeley, alternating between teaching courses in The History of Multimedia and Interdisciplinary Digital Production.

Packer was invited to participate as a consultant on a committee that was advising the museum on the Alternating Currents exhibition's collateral activities. As the Museum's first director of multimedia, he was hired to create a new Multimedia Department which would oversee the development of the Multimedia Center, the installation of the network, and to build a state-of-the-art infrastructure that would support all of the Museum's multimedia activities.

INTERACTIVE TIMELINE

Packer oversaw and directed the design and production of the Multimedia Timeline and the Online Tour of Alternating Currents. "A lot of this grew out of the work I have done in research and teaching the courses on the History of Multimedia," he says.

For planning the Multimedia Timeline, three curators took charge of three parallel paths. The curator from the Whitney, Beth Venn, took the art; the curator from San Jose, Cathy Kimball, took the culture; and Packer took the technology paths for the four decades—the 1960s, 1970s, 1980s and 1990s.

After collaborating and compiling the choices, they confirmed 120 events that are arrayed across the Multimedia Timeline wall, with sixty of them displayed on the four computer monitors inset in the wall, each monitor supporting one decade. Packer says, "The central theme is the development of the personal computer in Silicon Valley, especially in the post-Macintosh era where artists and engineers have really intersected in making possible and supporting the use of the personal computer."

He oversaw the production team with designers Jan Ekenberg and Jaime Garcia-Alvarado. They digitized all the imagery and used a Radius card with Adobe Premiere to capture all the video clips, SoundEdit 16, Macromedia Director for authoring, Photoshop and some Illustrator for all the graphic production. The wall text and the multimedia elements are integrated to provide a continuity for the sweeping changes that have raced through these forty years.

The San Jose Museum of Art's Web site points to the future of art exhibition online.

In front of each screen is a podium with a mouse and a set of headphones. In this interactive exhibit, each screen has a mosaic of fifteen images of the key artistic, cultural and technology milestones of that decade. Select any image and it enlarges to a new full-screen graphic with explanatory text and with a smaller screen that is a video clip that you can play by clicking on it.

In this unique interactive context it is not just déja vu to see M.L. King, JFK, Woodstock and disco. Most of the video clips are excerpts from documentaries and TV news, and many are riveting. Burning Man fans will feel a warm glow to see the predecessors of that artistic tradition in Jean Tinguely's self-destructing machine, Ant Farm's kamikaze Cadillac smashing through the wall of burning TVs, and Survival Research's robotic Armageddon. The ability to see a performance by Laurie Anderson in one decade, and then her Puppet Motel CD-ROM in another, provides one of those enwired links that this exhibit does so well.

ALL HANDS ON TECH

You can walk right into the Kids Interactive Lab, located in the Historic Wing, whether you are a kid or not. Or, for a little while, you can become a kid again, and a very "hands on" one at that.

Designed to complement and facilitate awareness of all the science-fair wonder of the Alternating Currents exhibition, it is a cheery industrial-strength workshop that encourages access, understanding and exploration. There are Macs and PCs and a fixed digital camera that makes it easy to get a mug shot that can be digitally diddled on the computer. You can walk through the Web and go on to try out several pre-loaded creative applications. A big work table holds a full array of analog tools like paper, crayons and scissors.

They have just opened the Multimedia Lab, an in-house production space, that will be used for the creation of future media projects. Now it is being used for the development and maintenance of the Museum's Web site. So far there is one Macintosh 8600, a scanner with slide adapter, a color printer and a Sony digital camera. In the months to come, this space will grow and diversify to provide a broadening range of media support needs.

The Multimedia Center is scheduled to open in spring of 1999 and will provide all kinds of programs and resources—events, presentations, workshops, videoconferencing and guest artists. This facility will have a heavy networking component, with several servers all running off of the high-speed local area network, probably T1 or better with 100-megabit bandwidth, supporting CD-quality audio, video and VR.

Computers will provide visitors with access to exhibitions and catalogs of digitized art work as well as Web site-specific art work. Some portions of those resources will be accessible from the Museum's Web site. At the moment the program is being hosted by San Jose-based

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E655	15"	13.7"	.28	$269
15GS	15"	13.7"	.27	$285
E771 NEW	17"	16.0"	.27	$415
EA771	17"	16.0"	.27	$465
G771	17"	16.0"	.27	$439
G773 NEW	17"	16.0"	.26	$475
GT775	17"	16.0"	.25AG	$579
17GA	17"	16.0"	.27	$515
P775 NEW	17"	16.0"	.25	$549
PT770	17"	16.0"	.25AG	$609
PT775	17"	16.0"	.25AG	$649
G800	20"	19.0"	.28	$979
G810	21"	19.1"	.25	$999
P810	21"	20.0"	.25	$1099
PT813	21"	20.0"	.28AG	$1249
P815	21"	20.0"	.25	$1345
VP140	14"	14.0"	TFT ACTIVE LCD	$2255

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HP

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$710
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HP 4000 $CALL$

EPSON PRINTERS

$239
Stylus Color 600
$349
Stylus Color 800
$745
Stylus Color 1520

SAGER NOTEBOOKS

ADMINISTRATOR

PENTIUM 233 MMX
32 MEGS EDO RAM
3.0 GB HARD DRIVE
13.3" TFT SCREEN
20x CDROM DRIVE
56K MODEM
LI-ION BATT
CARRYING CASE
WINDOWS 95
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SALES

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NIMH BATT
CARRYING CASE
WINDOWS 95
$2195

HEWLETT PACKARD AUTHORIZED DEALER & REPAIR

MODEL			PPM	PRICE
DESK	JET	670C	4Blck/1.5Clr	$195
DESK	JET	692C	5Blck/1.7Clr	$255
DESK	JET	720C	7Blck/4Clr	$345
DESK	JET	890CXI	9Blck/5Clr	$435
DESK	JET	1600C	9Blck/4Clr	$1285
LASER	JET	6LXI	6Blck	$369
LASER	JET	6PXI	8Blck	$710
LASER	JET	5SI	24Blck	$2345
LASER	JET	4000	17Blck	$CALL
OFFICE	JET PRO	1150C	8Blck/4Clr	$750
OFFICE	JET	630	5Blck/2Clr	$525
OFFICE	JET	590	5Blck/2Clr	$425
OFFICE	JET	520	5Blck/2Clr	$375
SCAN	JET	6100C	NA/(600 DPI)	$689
COLOR	LASER	5	10Blck/3Clr	Call
COLOR	COPIER	210LX	10Blck/6Clr	$895
COLOR	COPIER	110	7Blck/3Clr	$595

OPTIQUEST AUTHORIZED DEALER

MODEL	SIZE	VIEW	DPI	PRICE
Q41	14"	13.1"	.28	$149
V655	15"	13.8"	.28	$235
Q51	15"	13.7"	.28	$185
Q53	15"	13.8"	.28	$210
Q71	17"	16.0"	.28	$380
V773	17"	15.8"	.26	$410
V775	17"	16.0"	.26	$445
V95	19"	18.0"	.26	$715
Q100	20"	18.4"	.28	$919
V115	21"	20.0"	.26	$925

SONY MONITORS

MODEL	SIZE	VIEW	DPI	PRICE
100ES	15"	14.0"	.25	$335
100GS	15"	14.0"	.25	$359
200ES	17"	16.0"	.25	$579
200GS	17"	16.0"	.25	$665

CPU

INTEL PENTIUM		AMD	
150 Mhz	PII 233 Mhz	K6-166 Mhz w/ MMX	K5-133 Mhz
166 Mhz w/ MMX	PII 266 Mhz	K6-200 Mhz w/ MMX	K5-166 Mhz
200 Mhz w/ MMX	PII 300 Mhz	K6-233 Mhz w/ MMX	
233 Mhz w/ MMX	CALL FOR BEST PRICING		CALL FOR BEST PRICING
200 Mhz Pro256k			

MULTIMEDIA

PCI/AGP VIDEO DISPLAY CARDS

MFG.	PRICE
AGP MATROX MILLENIUM II w/4MB	$185
AGP DIAMOND VIPER V3 3D w/4MB	$165
MATROX MILLENNIUM II w/4MB	$185
MATROX MYSTIQUE 220 w/4MB	$109
ATI ALL-IN-WONDER w/4MB	$199
ATI XPRESSION+3D PC2TV w/4MB	$ 99
ATI 3D PRO PC2TV w/4MB	$135
DIAMOND 3D 2000 w/2MB	$ 65
TRIDENT 9680 1MB W/MPEG	$ 24

JAZZ SPEAKERS

J-201	$15
J-211	$20
J-340	$32
J-590	$62
J-902	$75
JS-100 3D	$40
JS-200 3D	$55
JS-300 3D	$75
JS-900 3D	$85

SOUND CARDS

PCI ACER ENSONIQ	$ 39
SB VIBRA 16	$ 39
SB AWE 64 VALUE	$ 79
SB AWE 64 GOLD	$175
YAMAHA 16	$ 19

CD ROM

TOSHIBA 24X	$ 75
TOSHIBA 15X SCSI	$135
TOSHIBA 12X SCSI	$110
SONY 24X	$ 75

ACCESSORIES

DIGITAL CAMERA

KODAK DC50 ZOOM	$590
SONY PSC-F1	$795

SCSI CONTROLLER

2940UW	$199
2940U	$169
PCI NCR	$ 55

MOUSE

LOGICTECH TRACKMAN MARBLE	$75
LOGICTECH MOUSEMAN PRO(CORDLESS)	$59
LOGICTECH MOUSEMAN (4 BUTTON)	$45
DIGITAL MOUSE	$15
GENERIC MOUSE	$ 6

CASES

GENERIC MINI TOWER	$ 29
GENERIC MID TOWER	$ 49
MAGICTEK SUPER TOWER	$115
ACER DESKTOP	$ 65
ACER MINI TOWER	$ 58
ACER MID TOWER	$ 65
ACER TALL TOWER	$130

KEYBOARDS

KEYTRONICS	$22
FUJITSU	$39
FOCUS 2001	$24
ACER	$12

FLOPPY DRIVES

1.2FD TEAC	$39
1.44FD TEAC	$22

EPSON Color & Dot Matrix Printers

MODEL		PPM	PRICE
STYLUS	600	6Blck/7Clr	$239
STYLUS	800	8Blck/7Clr	$349
STYLUS	1520	6Blck/5Clr	$745
LQ	570+	269Cps/24-Pin	$245
LQ	870	330Cps/24-Pin	$435
FX	880	380Cps/9-Pin	$285
LX	300	264Cps/9-Pin	$169

HARD DRIVES

MFG.	SIZE	PRICE
NEC	2.0G	$139
WESTERN DIG	2.0G	$159
WESTERN DIG	2.5G	$179
WESTERN DIG	3.2G UDMA	$185
WESTERN DIG	4.3G UDMA	$255
WESTERN DIG	5.0G UDMA	$275
WESTERN DIG	6.4G UDMA	$285
WESTERN DIG	4.3G UW	$525
QUANTUM	2.0G SCSI2	$245

TAPE BACKUP

MFG.	PRICE
SYQ. SPARKQ INT&EXT 1.0G	$195
SYQ. SYJET INT&EXT 1.5G	$295
HP T3000 INT 1.6/3.2GB	$165
HP 5G INT IDE 2.5/5.0GB	$195
SEAGATE TR3 1.6/3.2GB	$160
SEAGATE TR4 SCSI 4./8GB	$355
IOMEGA ZIP EXT PAR 100MB	$139
IOMEGA ZIP EXT SCSI 100MB	$139
IOMEGA ZIP INT PAR 100MB	$ 99
IOMEGA JAZ INT SCSI 1G	$275
IOMEGA JAZ EXT SCSI 1G	$375

NETWORKING

NETWORK CARDS

PCI COMBO NET CARD	$ 18
ISA 10BT NETCARD	$ 15
PCI 3COM 10/100(3C905TX)	$ 65
FARALLON/SMC	CALL
8 PORT 10BT HUB	$ 65
16 PORT 10BT HUB	$145

10BT CABLE

3 FT.	$ 3	25FT	$ 9
7 FT.	$ 4	50FT.	$15
15FT.	$ 6	75FT.	$19

MODEMS

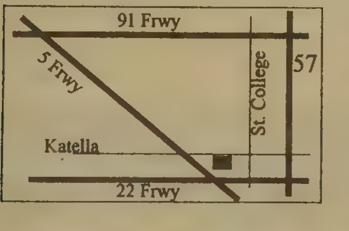
U.S. ROBOTICS

33.6K INT FAX/DATA	*$ 79
33.6K INT FAX/DATA W/VOICE	*$ 89
33.6K EXT FAX/DATA	*$110
56.0K INT FAX/DATA	*$115
56.0K INT FAX/DATA W/VOICE	*$129
56.0K EXT FAX/DATA	*$129
56.0K EXT FAX/DATA W/VOICE	*$145

AFTER MANUFACTURES REBATE

SHARKLINK

33.6K INT FAX/DATA	$ 45
33.6K INT FAX/DATA W/VOICE	$ 69
56.0K INT FAX/DATA	$ 85



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SAN JOSE MUSEUM OF ART

continued from page 180

AboveNet, who has donated bandwidth to the Museum. Packer explains, "We have developed a partnership with AboveNet so that as the museum's information needs grow they will be to be able to supply us with the bandwidth that we need."

ONLINE GUIDED TOUR

If you surf the museum Web sites of the world you will find a wide variety of exhibition information, ranging from simple text listings to near-virtual representations, such as can be found in the Fine Arts Museums of San Francisco's pages *(http://www.thinker. org)*. The San Jose Museum of Art's site features a guided tour of the Alternating Currents show that provides a complete map of the gallery experience. For those who cannot reach the Museum, it offers the next best thing. For those of you who are planning to visit, it gives a preview. For scholars and past visitors, here's where you can look up answers to questions and to review what you saw.

The Online Tour follows the same three themes/three rooms continuity, which is also reflected in the optional on-site audio tour of the exhibit floor for analog visitors. If you choose the Guided Tour, it will step you through the entire Web tour in the same continuity as the audio tour.

With Packer's oversight, Jaime Garcia-Alvarado produced the Online Tour using NetObjects for authoring. The RealAudio encoder was employed to convert the audiocassette-based audio to digitized and compressed data for RealAudio streaming, so that you can listen to those comments as you step along the Web tour. All the wall text in the exhibit is posted on the pages of the Web site, along with many of the images viewable in two screen sizes. The San Jose Museum of Art's Web site points to the future direction of art exhibition online.■

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RESOURCES:

San Jose Museum of Art
110 South Market St. (at San Fernando)
San Jose, CA 95113-2383
(408)294-2787
URL: *http://www.sjmusart.org/*

AboveNet
URL: *http://www.above.net*

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Last Name
Company Name
Title
Address
City
State
Zip Code
Area Code Phone Number – –
Area Code Fax Number – –
E-Mail Address
E-mail address (continued)

Number of Employees
○ 1 to 10 ○ 50 to 100
○ 10 to 50 ○ Over 100

What Is Your Purchase Time Frame?
○ 1 Week ○ 3 Weeks
○ 2 Weeks ○ 4 Weeks

Please Rank Your Choice
H=High L=Low
Ⓗ Ⓛ Price Ⓗ Ⓛ Service
Ⓗ Ⓛ Reseller Ⓗ Ⓛ Warranty
Ⓗ Ⓛ Onsite Support
Ⓗ Ⓛ Compatibles
Ⓗ Ⓛ Brand Name

To Be Used Where ? ○ Business ○ Home ○ Network

I Would Like To Receive My Quotation Sent To Me By: ○ Fax ○ Phone ○ E Mail ○ Mail

When requesting different types of systems or multiple systems types make copies of this form at 100% of actual size, do not reduce in size. Fill in your number of forms to follow.

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STEP ONE: PICK A SYSTEM.
○ PC NAME BRAND ○ MACINTOSH
○ PC COMPATIBLE ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference
Step 1: Enter NoteBook Brand Name & Model #, If Preference

Quantity / Choices
① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000
10 or More ○ Call Me For A More Detailed Quote. ○ Quote Me For Selected Upgrade/Peripherals Choices Only. ○

STEP TWO: SYSTEM CONFIGURATION: ○ INTEL ○ PENTIUM ○ PENTIUM MMX ○ PENTIUM PRO ○ PENTIUM II ○ DUAL CPU'S
○ MACINTOSH ○ MACPOWER BOOK ○ MacCLONE ○ AMD ○ CYRIX

CPU MHz & SPEED:
○ 5X86 ○ 6X86 ○ K-6 ○ Quadra ○ PowerPC
○ 266 ○ 233 ○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ SRAM ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 800MB+ ○ 1GB+ ○ 2.5GB+ ○ 4GB+
○ IDE ○ SCSI ○ ZIP DR ○ JAZZ ○ 2GB+ ○ 3GB+ ○ 6GB+

FLOPPY DRIVE: ○ 1.44MB
and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External
○ 33600bps ○ 56000bps ○ 28800bps

CASE TYPE: ○ Mid Tower
○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB
○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal
○ IDE ○ SCSI ○ External
CD ROM TITLES INCLUDED:
○ 1-5 ○ 5-10 ○ 11+

○ 8X
○ 10X
○ 12X
○ 16X
○ 20X

○ BRAND NAME ○ No Brand Name Preference
CD ROM Brand Name and Model Number

SOUND CARD
○ 16Bit
○ 32Bit
○ 64Bit

SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ 10" ○ 11' ○ 12'
○ Active Color ○ Dual Scan ○ 13'

PCMCIA SLOT:
○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

15134

STEP SIX: UPGRADES & PERIPHERALS: ○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner

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QUOTATION HOTLINE

Resources

Calendar Of Events

Conferences, Shows, Special Events

January

January 24 Computer Super Shows. Riverside Convention Center. Super Show Productions. Contact: (714)838-5941.

January 25 ACP Computer Swap Meet. Santa Ana. ACP Superstore. Contact: (714)558-8813.

January 27–28 SENET Career Expo. LAX Hilton Hotel, Los Angeles. SENET Career Expo. Contact: (626)336-8306, or URL: *http://www.senetcareer.com* .

February

February 7–8 American Mega Computer Shows. CSU, Northridge. American Mega Shows. Contact: (626)961-3782 or URL: *http://www.megashow.com* .

February 9–13 Software Development '98. San Francisco. Miller Freeman. Contact: (781)821-6722, or URL: *http://www.sd98.com* .

February 14 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Contact: (714)838-5941.

February 15 MarketPro Computer Show & Sales. Scottish Rite Center, San Diego. MarketPro Shows. Contact: 1-800-708-7555 or URL: *http://marketpro.com* .

February 15 Computer Super Shows. Riverside Convention Center. Super Show Productions. Contact: (714)838-5941.

February 15 American Mega Computer Shows. Carson Civic Center, Carson. American Mega Shows. Contact: (626)961-3782 or URL: *http://www.megashow.com* .

February 18–20 Mobile & PDA Expo. San Francisco. PDA Inc. Contact: (415)252-8008, *info@wmsltd.com* , or URL: *http://www.pda-expo.com* .

February 21–22 Computer Super Shows. Orange County Fairgrounds. Super Show Productions. Contact: (714)838-5941.

FEBRUARY 7–8

Computer Fair

POMONA

Produced by National Productions, Inc., for over fourteen years, Computer Fair covers 100,000 square feet with over 300 exhibits featuring multimedia systems, notebook computers, software titles, modems, and other peripherals at discount pricing. Free prize giveaways every hour. Open 10–5 pm, admission $8. For more information, call 1-800-800-5600, *CMPlist@aol.com* , or URL: *http://www.lacomputerfair.com* .

MARCH 3–5

Computer Telephony Conference And Exposition '98

LOS ANGELES

As the benefits of IP-based telephony, call centers and intranet applications are becoming more apparent, CT Expo '98 promises to draw the major players in computer telephony to one, concentrated place where the top makers and technology partners from Dialogic, Hewlett Packard, Natural MicroSystems, Sun Microsystems and others will demonstrate their new wares. CT Expo has traditionally been the place to see the latest and greatest in board-level and system-level technology as well as the place for the hottest tools, applications and services in computer telephony. For more information, call (215)355-2886 or URL: *http://www.ctexpo.com* .

February 21–22 American Mega Computer Shows. CSU, Northridge. American Mega Shows. Contact: (626)961-3782 or URL: *http://www.megashow.com* .

February 21–22 MarketPro Computer Show & Sales. Ventura Fairgrounds, Ventura. MarketPro Shows. Contact: 1-800-708-7555 or URL: *http://marketpro.com* .

February 25–26 SENET Career Expo. Disneyland Hotel, Anaheim. SENET Career Expo. Contact: (626)336-8306, or URL: *http://www.senetcareer.com* .

February 26–27 Java Seminar. Los Angeles. Contact: (212)242-7447, Fax: (212)242-7574, or URL: *http://www.sigs.com/conferences/javaseminars/* .

March

March 1 MarketPro Computer Show & Sales. Scottish Rite Center, San Diego. MarketPro Shows. Contact: 1-800-708-7555 or URL: *http://marketpro.com* .

March 3–5 Computer Telephony Conference and Exposition '98. Los Angeles. Contact: (215)355-2886, or URL: *http://www.ctexpo.com* .

March 4–5 SENET Career Expo. San Diego Convention Center, San Diego. SENET Career Expo. Contact: (626)336-8306, or URL: *http://www.senetcareer.com* .

March 8 American Mega Computer Shows. CSU, Northridge. American Mega Shows. Contact: (626)961-3782 or URL: *http://www.megashow.com* .

March 15 American Mega Computer Shows. Pasadena Convention Center. American Mega Shows. Contact: (626)961-3782 or URL: *http://www.megashow.com* .

March 29 ACP Computer Swap Meet. Santa Ana. ACP Superstore. Contact: (714)558-8813.

April

April 21–22 SENET Career Expo. Los Angeles Airport Hilton Hotel, Los Angeles. SENET Career Expo. Contact: (626)336-8306, or URL: *http://www.senetcareer.com* .

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February 14
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SANTA BARBARA
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February 21 & 22
Saturday & Sunday
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Feb. 28 & March 1
Saturday & Sunday
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March 7
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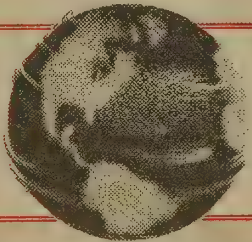

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Painter 5 ____ $279
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MS Office 97 Pro $399
MS Excel 97 ____ $159
MS Word 6.0.1 __ $149
MS Word 97 ____ $139
Lotus Smart Suite 97 $99

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Calendar Of Events *continued...*

April 27–29 Internet & Electronic Commerce Conference and Exposition (iEC). New York, NY. Gartner Group. Contact: (203)256-4700, *iec@expocon.com*, or URL: *http://www.expocon.com*.

Classes, Seminars, Workshops

January

January 27 Before You Buy A Mac Class. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org*, or URL: *http://www.lamg.org*.

January 27–30 Developing A Web Site. Costa Mesa. Learning Tree International. Contact: 1-800-THE-TREE, or URL: *http://www.learningtree.com*.

January 27–30 Hands-On Java Programming. Los Angeles. Learning Tree International. Contact: 1-800-THE-TREE, or URL: *http://www.learningtree.com*.

January 27–30 Objects, Relations, and Object/Relational Databases. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu*, or URL: *http://www.unex.ucla.edu/shortcourses*.

January 28 Finding A Job Using The Internet. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org*, or URL: *http://www.lamg.org*.

January 28–29 Hands-On Inter-Adv. Photoshop Class. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org*, or URL: *http://www.lamg.org*.

January 31 Hands-On Preparing Web Graphics Class. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org*, or URL: *http://www.lamg.org*.

January 31 Beginning Mac Class. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org*, or URL: *http://www.lamg.org*.

January 31 Photoshop Power Class. Santa Monica. LAMG. Contact: (310)319-1821, *lamg@lamg.org*, or URL: *http://www.lamg.org*.

January 31–April 24 Client/Server Computing with Oracle. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

January 31–April 4 Client/Server Computing with SQL Server. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

January 31–February 28 Microsoft Excel 97, Part 1. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

January 31–March 21 Beginning Adobe Premiere for Non-Linear Video Editing. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

January 31–March 21 Fundamentals of Authoring with Macromedia Director. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February

February 1–May 3 Introduction to Powerbuilder. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 2–23 SQL Programming. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

continued on page 216

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Feb. 14th Sat. $5. GLENDALE CIVIC AUDITORIUM (City of Glendale)
1401 N. Verdugo Rd, 2-fwy to Mountain, Westbound to Corner of N. Verdugo

Feb. 15th Sun. $5. RIVERSIDE CONVENTION CENTER (Riverside)
3443 Orange St., 91fwy to University, Westbound to Orange

Feb. 21-22 Sat/Sun $5. ORANGE COUNTY FAIRGROUNDS (Costa Mesa)
88 Fair Drive, 55-fwy to Fair Drive, Rt. on Fair Drive and Follow The Signs

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Mar. 7th Sat. $5. SAN BERNARDINO NATIONAL ORANGE SHOW FAIRGROUNDS
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Mar. 14th Sat. $5. GLENDALE CIVIC AUDITORIUM (City of Glendale)
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Mar. 15th Sun. $5. RIVERSIDE CONVENTION CENTER (Riverside)
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Resources

Calendar Of Events

continued from page 212

February 2–5 Data Mining Techniques and Applications. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu* , or URL: *http://www.unex.ucla.edu/shortcourses* .

February 2–February 11 Beginning Adobe Illustrator. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 3–April 14 Fundamentals of C Programming Language. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 3–April 7 Fundamentals of C++. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 3–May 12 Introduction for Client/Server Computing. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 5–May 21 Fundamentals of UNIX. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 5–May 21 Design of UNIX Operating System. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 6–May 8 Introduction to Visual Basic. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 7–March 21 Web Page Development. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 9–10 Internet Multicast and Multimedia Technologies: The Mbone, Multicast Routing, RTP and RSVP. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu* , or URL: *http://www. unex.ucla.edu/shortcourses* .

February 9–March 30 Client/Server Systems Analysis and Design. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

February 14 Oracle & Oracle Financials Class. Bellflower. Computer Resolutions. Contact: (562)804-0470, or URL: *http://www.computer-resolutions.com* .

February 23–April 27 UNIX Utilities for Systems Programmers. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

March

March 1–22 Microsoft Word 97, Part 1. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

March 9–18 Advanced Adobe Illustrator. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

March 10–13 Remote Sensing Data Analysis, Visualization and Animation. Los Angeles. UCLA Extension. Contact: (310)825-3344, *mhenness@unex.ucla.edu* , or URL: *http://www.unex.ucla.edu/shortcourses* .

March 14 Oracle & Oracle Financials Class. Bellflower. Computer Resolutions. Contact: (562)804-0470, or URL: *http://www.computer-resolutions.com* .

March 14–April 4 Microsoft Access 97, Part 2. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611.

March 23–30 Find It On The Internet. Fullerton. Cal State Fullerton Extension. Contact: (714)278-2611. ■

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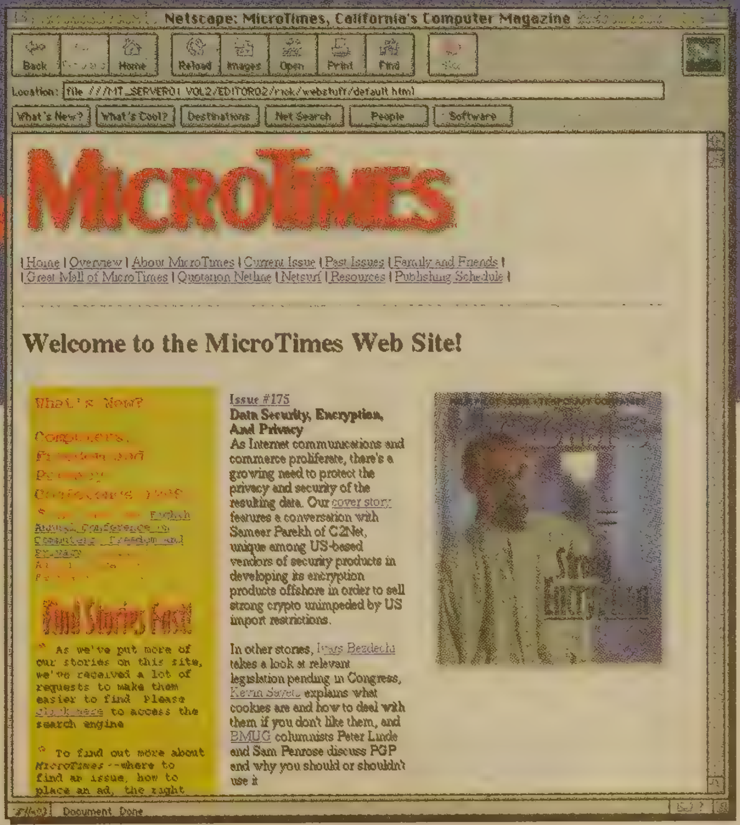

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Data Security, Encryption, And Privacy
As Internet communications and commerce proliferate, there's a growing need to protect the privacy and security of the resulting data. Our cover story features a conversation with Sameer Parekh of C2Net, unique among US-based vendors of security products in developing its encryption products offshore in order to sell strong crypto unimpeded by US import restrictions.

In other stories, Ivars Bezdechi takes a look at relevant legislation pending in Congress, Kevin Savetz explains what cookies are and how to deal with them if you don't like them, and BMUG columnists Peter Linde and Sam Penrose discuss PGP and why you should or shouldn't use it

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Coffee Break BBS. Multizone (310)425-5710, 320-5000; (714)670-6500, 572-8800, 537-4300, 262-1200; (818)961-1700, 447-6100, 797-6400. General interest, 20 lines, chat, MajorMud, TradeWars, files, email. Free trial. Ultimate caffeine buzz! Sysop: Coffee. [Exp. #176.]

Hotel California. Multizone (562)407-1300, 507-1321; (310)407-1321; (714)649-9051, 792-0460, 768-3318, 995-3966; (818)585-1974, 702-8708, 444-6560, 783-4316, 842-9275; (909)824-0745; Telnet: kincyb.com . 24 hrs., up to 33,600. MMUD, 3 chat areas, Game Connection, full Internet access, free trial. [Exp. #176.]

Miller's Party Board. Multizone (213)569-9191, 727-0251; (310)815-0117, 212-3469; (562)425-7264, 929-4304; (626)577-5880, 961-2458; (714)220-0887, 537-4436; (818)240-8296, 769-2302, 882-0142; Telnet: mpb.com. 24 hrs., 28,800. Chat, MajorMud, TradeWars 2002, full Internet access, forums, library, modem/live gaming. Seven-day free trial. Sysop: Jack Stern. [Exp. #176.]

TwiLight Hills BBS. Multizone (562)868-8470; (626)575-5063; (714)730-9242, 774-6146. 24 hrs., 14,400–28,800. Running MBBS. Trade Wars 2002, Major Mud, chat, many doors, live games. Adults 18 and over. Free trial period. Sysop: Anthony L. Mayer. [Exp. #178.]

Westside. Multizone (213) 316-4444; (310)484-1077; (562)634-9351; (626)723-4444; (714)857-4571; (805) 526-2395; (818)999-6557; (909)340-2318. Games, chat, email, meets. More! Free 14-day trial. [Exp. #177.]

310

Los Angeles Macintosh Group BBS. (310)451-LAMG. 8-N-1, 24 hrs. FirstClass, 16 lines. 40,000 calls/month. Shareware, forums include DTP, multimedia, WWW, employment exchange, classifieds, more. [Exp. #176.]

South Bay Apple Mac User Group BBS. (310)792-8083. FirstClass. Large library, multiple conferences. URL: *http://www.sbamug.org* . [Exp. #176.]

Turbo Time BBS. (310) 642-7519. 8-N-1, 24 hrs., 300–14,400. New graphical interface! Come see the changes! Files, messages, games. Free. Sysop: Michael Hilsdale. [Exp. #176.]

562

Bushidokai BBS. (562)698-8719. 8-N-1, 24 hrs., 33,600. ANSI/RIP, subs, files, games, multi-line/networks, free access, WWIV v4.24a. Log on as "guest." Sysop: The Animal. [Exp. #176.]

Datecom Online Dating Service. (562)799-6191. 9600–28,800. Photo personals, chat, private email, entertainment. [Exp. #176.]

Telery. (562)494-0909, Telnet: telery.com , URL: *http://www.telery.com* . Chat, online casino, games, LORD, trivia, free Internet email/homepage. Sysops: Cobra & LUS. [Exp. #179.]

626

Tele-Link Online. (626) 339-5796, 966-4420. 8-N-1, 24 hrs., 33,600. Free, 16.4GB, Internet for $25/year with our browser. Sysop: Bob Deforge. [Exp. #178.]

The Better Half BBS. (626) 918-5757, 918-1719, 931-2432. 24 hrs., 28,800–33,600. Over 102,000 files. INTERBBS games, 20:1 ratio after call-back verification. No fee. Sysop: Ron Cohen. [Exp. #175.]

714

Social Injustice. (714)564-0319. 28,800. Games, files, messages, more. Free access. Sysop: William Haworth. [Exp. #178.]

The Abyss BBS. (714)848-9920. 8-N-1, 24 hrs., 300–33,600. WWIVnet, FidoNet echos, message bases, free file transfer section, online games and more. No fee! Sysop: Byte [Exp. #181.]

The Midnight Mission BBS. (714)848-6808. 8-N-1, 24 hrs., 2400–33,600. Large game/file areas. Full access with call-back. Sysop: Marty Strech. [Exp. #176.]

The VIBA Connection. (714) 454-7751. 8-N-1, 24 hrs., Up to 33,600. Free access. Files, games, forums, CD-ROM filebase. Since 2/94. Sysop: Robert Coop. [Exp. #178.]

818

Earthquake City BBS. (818)368-3337; URL: *http://members.tripod.com/~eqcitybbs/Index.htm* . 8-N-1, 24 hrs., 33,600. Free. All ages. Files, messages, games. Fee for Internet email, 1GB online. Sysop: Steven Libis. [Exp. #176.]

Ethereality BBS. (818) 884-6700. 14,400–33,600. Free user level, chat, files, LORD, TW, BRE. Coolest BBS anywhere. Donations start at $3.00. [Exp. #176.]

909

Black Hole Sun. (909) 597-7051. 9 pm–6 am. 14,400. Messages, files, MatchMaker, and internationally netted games. [Exp. #176.]

USER GROUPS

AMIGA

Amiga–San Gabriel Valley (ATUG). Meetings: 3rd Sat., 11 am–4 pm, 1st Southern Baptist Church, 4856 No. Golden West Ave., Temple City. Contact: Steve, (626) 285-6424. [Exp.#179.]

ATARI

ATESIG—Atari 8-Bit SIG. 145 Surf Pl., Seal Beach. Cooperative user group for model railroad applications. Contact: (562) 430-5433 or *d.mcalliste2@genie.com* . [Exp.#176.]

COMMODORE

C=TUG. Meetings: 2nd and 4th Sun., 12:00–4:30pm, 170 S. Olive, Orange. For friendship, advice, and Commodore computer help. A library of PD disks, monthly newsletters and much more. Contact: Lou Palush, (714)532-1802. [Exp.#176.]

Commodore–Apple Helpers of Long Beach. Meetings: 2nd Sat., 9:00 am, Community Presbyterian Church, 6380 Orange Ave., North Long Beach. Dues are $24 and include a bi-monthly publication with two PD disks. Contact: Carol Martin, *Camaron@earthdome.com* . [Exp.#176.]

IBM AND COMPATIBLES

Greater South Bay PC Users Group. Meetings: 2nd Thurs., 7:30 pm, Torrance Recreation Center, behind Torrance main library. Contact: (310)373-3989, or *bob.hudak@tsbbs.com* [Exp.#179.]

Long Beach IBM PC And Compatibles Users Group. Meetings: 3rd Wed., 7:00 pm, Masonic Temple, 5155 E. Pacific Coast Hwy., Long Beach. We welcome the novice and the experienced. BBS, video library, newsletter, SIGs. Contact: Jim Wells, (310)439-7114. [Exp.#181.]

Los Angeles Computer Society. Meetings: 2nd Tues., 7:00 pm, Robert Frost Auditorium, Culver City High School, 4401 Elenda St., Culver City. Door prizes, vendor presentations, product review, special interest groups, BBS w/Internet email. Contact: (310)471-2726, or URL: *http://geocities.com/~lacspcug/* . [Exp.#179.]

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Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, and a ten-word description. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

Free BBS listings are limited to the board's name, phone number, hours, baud rates, parameters, and a ten-word description. Please let our readers know if your BBS is free or requires a fee. Because we have an ongoing problem of boards shutting down without telling us, much to the annoyance of would-be callers and the new phone number's owner alike, we will **delete these listings after they've run three months.** The notice at the end of the listing—Exp. #xxx—refers to the last issue number it will appear in unless renewed.

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US Mail should go to: MicroTimes User Group, 1300 Clay St., Ste. 820, Oakland, CA 94612. **Faxes** are welcome at (510)768-1288. **Email** can be sent to: *cassidy.allen@microtimes.com* or MCI:MICROTIMES.

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USER GROUPS continued...

NOCCC (North Orange County Computer Club). Meetings: 1st Sun, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. Speakers on hardware/software/ Internet, 25 SIGs, demonstrations, newsletter, helpline, raffles, consignment table, member benefits. Call: (714) 998-8080 or URL: *http://www.noccc.org* . [Exp.#176.]

Orange County IBM PC Users Group. Meetings: 2nd Tues., 6:30 pm. Speakers, software, newsletter, BBS. Open to public, all welcome. Contact: (714)990-0580, or *orcopug@prodigy.com* . [Exp.#181.]

Pasadena IBM Users Group. Meetings: 1st Wed., 7:00–9:30 pm, 2184 N. Lake Ave., Altadena. Speakers on hardware/software, demonstrations, SIGs, library, newsletter, and Web site. Call: Steve Bass, (626)791-1300, or URL: *http://www.pibmug.org* . [Exp.#181.]

Saddleback Valley PC Users Group. Meetings: 3rd Sat., 9:00 am, Saddleback College, 28000 Marguerite Pkwy., Room 205, Business and General Studies Bldg., Mission Viejo. Newsletter, question/ answer period, demos, shareware software library. Beginners or experienced users are welcome. Contact: (714) 582-4623 or *Jvman1@aol.com* . [Exp.#175.]

San Gabriel Valley Technology Users Group. Meetings: 2nd Fri., 7:00 pm, Arcadia Park Senior Citizen's Center, 405 S. Santa Anita Ave., Arcadia. Support for Tandy and IBM compatibles, newsletter, RAM session. Contact: Jack Nock, (626)578-0411, or *jack.nock@worldnet.att.net* . [Exp.#181.]

Santa Clarita Valley PC Group. Meetings: 2nd Weds., 7:00 pm, Valencia Town Center Community Room. Contact: (805) 298-1680. [Exp.#179.]

Southern California Computer Society. Meetings: 4th Tues., 7:00 pm, Farmers & Merchants Bank, Rossmoor Mall, 12535 Seal Beach Blvd., Los Alamitos. For all interested in IBM and compatible computers; newsletter. $20/yr. Contact: Don Schmidt, (562)424-4634. [Exp.#176.]

Thousand Oaks Personal Computer Club (TOPCC). Meetings: 4th Thurs., 6:00 pm, Goebel Senior Center, 1385 E. Janss Rd., Thousand Oaks. Programs are targeted at novice to expert levels of computer knowledge. Contact: Harry, (805) 495-8325 or Eli, (805) 496-8053. [Exp.#179.]

Valley Computer Club (VCC). Meetings: 2nd Tues., 7:00 pm, Burbank YMCA, 321 E. Magnolia Blvd., Burbank (wheelchair access). Vendor presentations, SIGs, newsletter. All welcome. Contact: Grayce Hruda, (818)842-3707, *burvally@pacificnet.net* , or URL: *http://www.pacificnet.net/~burvally* [Exp.#179.]

INTERNET

Orange County Java User Group. Meetings: 3rd Wed., 6:30 pm, Novell Regional Sales Office, 18101 Von Karmon Ave., Ste. 500, Irvine. An organization of Java developers helping Java developers. Meetings consist of vendor and developer presentations. Contact: URL: *http://ediidea.com/~ocjug* . [Exp.#175.]

MACINTOSH

Champions Of The Mac Proletariat (CHOMP). Meetings: 4th Thurs., 7:00 pm. Bauer Forum, Claremont McKenna College, Claremont. Q&A; raffle of useful software; vendor presentations; exchange views, opinions, expertise. Contact: Al Seltzer, (909)626-7784 or *AlSeltzer@aol.com* or Mitch Cohen, (909)605-1000, ext. 11, or URL: *http://www.chompmug.org* . [Exp.#179.]

Los Angeles Macintosh Group (LAMG). Meetings: 4th Thurs., 7:30 pm, Call for location. Vendor presentations, raffle, 25+ SIGs, seminars, BBS, monthly magazine. Guests welcome. Contact: (310) 319-1821 or URL: *http://www.lamg.org* . [Exp.#176.]

MacWomen Users Group. Meetings: 3rd Sun., 2:00 pm, LAMG Resource Center, Santa Monica. Join us for demos, discussion and troubleshooting for the Macintosh. Network among fellow Mac-using women in a variety of careers. All welcome. Contact: Darlene Roker (213)874-2211. [Exp.#176.]

South Bay Apple Mac User Group. Meetings: Last Wed., 7:30 pm, Knob Hill Community Center, 320 Knob Hill, Redondo Beach. Newsletter, PD library, demos, and software raffles. Contact: C.W. Mitchell, (310)644-3315. [Exp.#176.]

West Orange County Mac User Group (WOCMUG). Meetings: last Tues., 7:00 pm, Emerson Elementary School, 2625 Josie, Long Beach (Palo Verde and Willow). The "Friendliest Mac Club Around" features the latest news about Mac, Q&A, vendor presentations, demos, raffles, and a newsletter. Call: Lynn, (714)892-8910. [Exp.#176.]

Whittier Area Macintosh User Group. Meetings: 2nd Sat., 9:30 am, CFF Church, 14322 Telegraph Rd., Whittier. Beginner to experienced. Q&A, demos, raffle, hot disk, SIGs, newsletter. Contact: (562)906-0059 or URL: *http://www.geocities.com/SiliconValley/Pines/6042/* . [Exp.#181.]

MISCELLANEOUS

Glendora Seniors Computer Club. Meetings: 2nd and 4th Wed., 1:00 pm, Lefetra Senior Center, 133 E. Foothill Blvd., Glendora, CA 91741. Software demonstrations by vendors and members. Open discussions on hardware & software. Troubleshooting help. Contact: (626)914-0560. [Exp.#175.]

NETWORKING

OCNET—Orange County NetWare Users Group. Meetings: 2nd Tues. 6:30 pm, Novell, 18101 Von Karmon, 5th floor, Irvine. Specializes in Novell NetWare solutions. Contact: (714)258-7832. [Exp.#182.]

Orange County Linux Users Group (OCLUG). Meetings: 1st Sat., 7:00 pm, See Web site for location. Supports Linux users in solving their hardware/software/networking problems. Contact: *Richard_Earhart@compuserve.com* , or URL: *http://www.oclug.org* . [Exp.#175.]

Orange County Network Gaming Group. Play multiplayer games on a LAN. Date/time/location to be announced. Contact: Neil, (714)840-9011, *outlaw@linkline.com* . [Exp.#181.]

WINDOWS

Power Graphics User Network (PGUN). Meetings: last Tues., 7:30 pm, Glendale. Windows-based graphics and publishing applications (CorelDRAW, Ventura Publisher, Picture Publisher, Kai's PowerTools) and techniques for image editing, Web Design, 3-D, multimedia, etc. Contact: Randy Tobin, (818)955-5830. [Exp.#176.]

VANTUG—Valley Area NT Users Group. Meetings: 2nd Tues., 6:30 pm, MicroAge, 8120 Balboa Blvd., Van Nuys. Beginner to advanced, presentations, Q&A, SIGs, excellent topics. Contact: Jim Webster (818)710-1800, *jweb@fishnet.net* , or URL: *http://www.vantug.org* . [Exp.#179.]

WINNERS–WINdows usERS. Meetings: 2nd Sat., 9:00 am, Orange Coast College, Science Bldg., Room #149, 2701 Fairview Rd., Costa Mesa. All Windows covered, industry speakers, tips and tricks. Software library, newsletter, Internet SIG. Everyone welcome. Contact: (714) 644-5782, or URL: *http://members.aol.com/ocwinners* . [Exp.#176.]

ASSOCIATIONS

AITP—California Southland Association of Information Technology Professionals. 6:30 pm, Gateway Plaza Holiday Inn, 14299 Valley View, La Mirada (I-5 at Valley View exit). A professional association providing new technology, management topics, networking, and education to the Orange County/L.A. area.

AITP—California Southland Association of Information Technology Professionals. (714)647-1617 or 645-5950; URL: *http://members.aol.com/calsoudpma* . [Exp.#179.]

Independent Computer Consultants Association (ICCA). 6:00 pm, Sportsman's Lodge, 12825 Ventura Blvd., Studio City. An organization promoting professionalism, expertise, and ethics in the provision of computer services and awareness of the availability of such services by independent professionals. Independent Computer Consultants Association (ICCA). (213) 872-1811. [Exp.#179.]

Internet Developers Association. 7:00 pm, 21st Fl., 1999 Ave. of the Stars, Century City. Hook up with fellow Web developers and service providers. Free presentations at each meeting. Internet Developers Association. (310)397-8854. [Exp.#179.]

Webmasters' Guild. The country's first professional association of Webmasters is establishing an OC chapter. *stblasa@earthlink.net* . [Exp.#179.]

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Realizable Fantasies

continued from page 38

7. Replace First-To-Invent With First-To-File: Issue a finding that this nation is almost alone in granting monopolies on the basis of first-to-invent, rather on first-to-file. If the patent system is justified and public disclosure has merit, then encourage it by awarding monopolies only on the basis of first-to-file—and disclose.

But, of course, retain the principle that prior art always invalidates a patent.

8. Declare That Useful Intellectual Communications Cannot Be Monopolized: Find that useful output from computer programs, that does not primarily control equipment and is not primarily aesthetic or artistic in nature, is a response from an intellectual process; is thus the concluding part of an algorithmic and logical process; and may no more be patented than can any other part of the communications processes of the mind.

9. To Promote Continuing Progress, Mandate Cross-Licensing: If you are going to grant monopolies over our algorithmic processes, then at least mandate that we can use them under license from the monopolists.

State the irrefutable fact that essentially all software innovation to date, and all investment therein, and all of the nation's global leadership in this field of software, have all occurred without the driving force of patent monopolies. Thus, require mandatory cross-licensing of software patents in a manner that permits the patent holders to reap reasonable rewards, but avoids the clear and present danger that software patents will destroy the national leadership in this important industry, produce inferior products for the public, and otherwise impede progress. We suggest mandantory licensing rates not exceeding, say, 5% of a licensee's profits, prorated across all cross-licensers for a given product.

10. Provide A Nationally Accessible Prior-Art Collection: Create a public repository of the limited and incomplete amount of prior art that your Office can collect, with at least descriptions copied to every Federal Repository Library and updated monthly, and make it freely available via the Internet, to the extent such is technically possible. Facilitate and encourage submissions from all sources, and especially require inclusion of all software produced under any government grant.

If you don't have the resources to do it, then inform Congress that you are unable to perform your assigned functions without endangering national progress.

11. Exercise Much Greater Due Diligence With Regard To Software Patents: The Patent Office simply must perform more rigorous review before it issues software patents. If it insists on granting monopolies on algorithmic intellectual processes, then the Office must become much more than primarily an archivist. Given the chaos and cost you are creating in our industry, you must do much more than simply accept filings, conduct nominal research and then issue a patent, leaving it up to endless threats, defenses and court battles—among those who can afford them—to ascertain which few software patents might be valid, which is too often determined only by the relative wealth of the combatants.

12. Create A Large Public Advisory Body: Encourage and assist the creation of a large advisory commission of volunteers who are technologists—those who produce the nation's progress in this area—not just intellectual-property attorneys. Seek them from a broad spectrum of software publishers, great and small producers, including individuals.

Technical innovators and their management have, basically, two options: They can invest some time and effort in correcting these intellectual-property protection-errors, or they can invest endlessly in documenting and filing defensive software patents, reviewing other's patents for threats against their creativity, and in ever-escalating claims, defenses, ransom payments, depositions and court hearings.

Among other things, ask that the advisory commission participate, from the beginning, in the drafting of any legislation on this matter, proposed by your Office. And request their assistance with needed legislative efforts.

Conclusions

These specific recommendations will require political support to obtain needed congressional action, and this industry has been politically asleep. But continuing software-patent debacles are beginning to awaken it—most especially its innovators. And we certainly have the financial resources, communications tools and tenacity to seek effective redress—as we finally organize and choose to act.

However, the needed congressional action can be greatly facilitated by supportive recommendations from your Office. Please draft them soon—not cloistered inside the Washington Beltway, but with extensive Internet circulation of all drafts and discussion.

> *Require mandatory cross-licensing of software patents in a manner that permits the patent holders to reap reasonable rewards, but avoids the clear and present danger that software patents will destroy the national leadership in this important industry, produce inferior products for the public, and otherwise impede progress.*

But, to best promote the nation's progress, reward innovative algorithms, benefit investors, enhance the economy, create and protect high-wage jobs, and permit continuing global leadership—refute software patents.

Let us stand on each others' shoulders, rather than on each others' toes. ■

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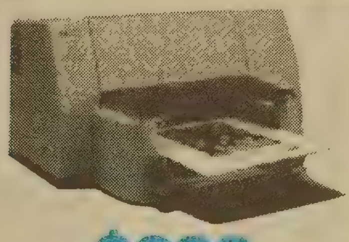

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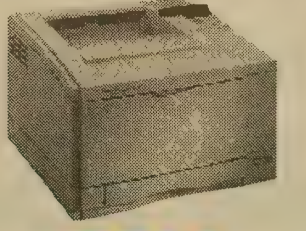

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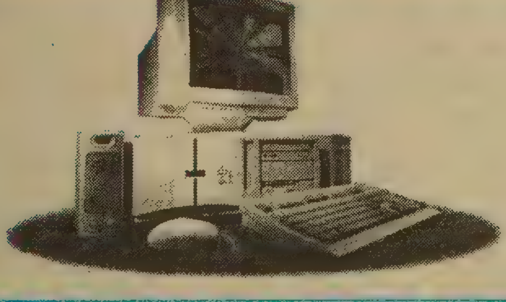

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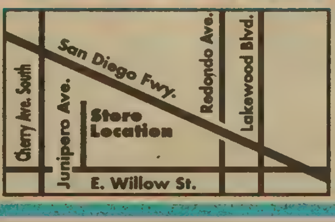

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Letters

continued from page 42

including help format files and other documents, and convert them to a unified document language.

Far from closing the Windows operating system to independent developers, standardizing on an HTML format file will help them by not requiring special "kits" or procedures to create help and other files. Further, because a standard file format is used, it will no longer be necessary to *only* use Microsoft utilities to read these common files. Developers will be able to shop for help formatting utilities. Users will be able to replace the help reader with an alternative, perhaps from Netscape.

It is unfortunate that this has become a fight over Microsoft sales practices. I don't doubt that Microsoft plays hardball. Salesmen are generally trained to take every advantage, and given such incentives it is surprising that the law is not broken more often.

But there *are* sound reasons for including at least an HTML reader into the operating system, and I hope that work goes forward after the dust clears.

Scott A. Moore
Cisco Systems

In Other News:
Africa—More Bandwidth Needed

From Royal Farros's column on the Internet in Africa (#174), I quote:

"Everyone is excited about the Internet in Africa... Disclaimer: When I say 'everyone,' I mean 'people involved in the tourist trade.' By definition, these are individuals who have a job and some education, and aren't (actively) involved in a war."

Huh? How long are we (people of African descent) to tolerate and have to deal with such ignorance? Mr. Farros' technical pedigree may be first rate, but his musings in regards to "everyone" in Africa are inexcusable. I think readers would be better served by picking up *Wired* 6.01 and read "Africa Rising" by John Perry Barlow.

Mr. Farros' visit and perceptions of South Africa are representative of South Africa and should not be, in this forum, projected onto the whole of the continent. Sites such as *http://www.ghana.com* are evidence that Africa is not all spear-chucking, un-wired cannibals on the Serengeti as Mr. Farros would have us believe. In fact, I myself regularly correspond with friends in Africa via email who are not in the "tourist industry." They are not in "war," they work, and are educated.

Africa's problems may seem cute when viewed from afar, but for those of us with loved ones on the continent it is not funny to see someone with a large readership poke fun.

Jason Harris

Although it should go without saying that we intended no disrespect or trivialization of Africa's people or complexities, we most sincerely apologize to Mr. Harris and any others who were offended by our infelicitous phrasing.

—ME

Letters To The Editor are heartily encouraged. Send them to *editors@microtimes.com* , or:

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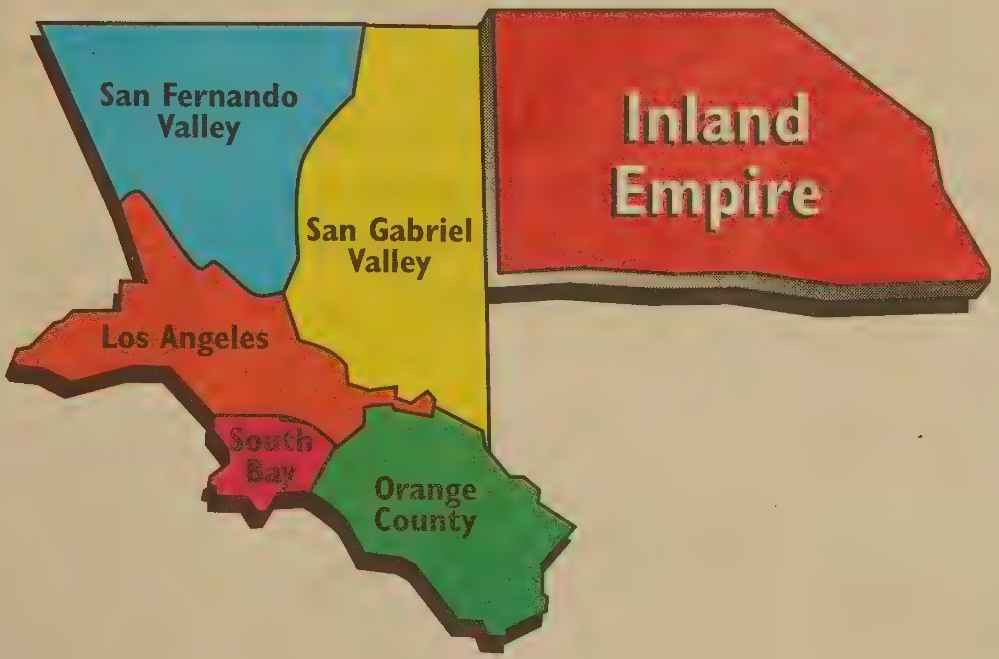
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PalmPilot

continued from page 110

Accessorize

Although it comes with a nice leather case, with a reinforced side to protect the LCD screen, you might want to buy the optional belt clip case ($25). For those into fashion, there is even a leather Dooney and Burke case ($50) and Cross writing stylus (from $30).

If you really want to go all out, a special leather jacket ($239) is available with a special inside pocket for your PalmPilot!

Although 3Com's Web page provides a sleek way to order accessories, search the Net for places that discount PalmPilot accessories. You might be able to save some serious dough!

> ***3Com did everything right with the PalmPilot. It can quickly become as indispensable as your wristwatch. In fact, it can replace your watch. Sure, it's a lot bulkier, but can your watch do email?***

Palm Computing recently announced that paging capabilities will be available to PalmPilot users with a 2MB memory card add-on. Developed by Motorola Inc., the card will provide one-way paging without any size increase. The street price is expected to be under $200. With Motorola's recent announcement of a two-way paging device, it would seem like a natural to also bring this capability to the PalmPilot.

Apparently, application development is pretty easy for the PalmPilot, as demonstrated by the oceans of available PD-type software. (There are reportedly over 3,000 developers currently.) I'd expect to start seeing companies selling single-purpose PalmPilots—perhaps utilizing most of the memory for specialized applications like in the medical field.

Buy One Now

3Com did everything right with the PalmPilot. It can quickly become as indispensable as your wristwatch. In fact, it can replace your watch. Sure, it's a lot bulkier, but can your watch do email?

So if you've been waiting for the perfect PDA, it's here, and it's reasonably priced. Happy piloting everyone. ■

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RESOURCES:

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URL: *http://palmpilot.3com.com/palm/*

The Making Of An Internet Startup

continued from page 78

Practically speaking for an e-commerce venture, if you've been part of a previous success at a reasonably high level, then, with a thoughtful business plan, you might see a $500K–$3 million valuation. If you have little-to-no senior experience, valuations can be $50K–$500K. If you have a team together and some significant time into a proprietary product or process that people are getting excited about, you could see a valuation move up to the $3–$6 million range. And if you're actually selling the product, getting great reviews, and generally seeing all the important measures of a business move up the hockey stick, a business can be valued anywhere from $6 million to $14 million.

Of course, your business could be worth a whole lot less. Or more. It really depends on whether you can find anyone to buy into your story.

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The Business Plan

The hardest part about doing a business plan is that no one will read it. Check that... people will *maybe* read the *one-page* executive summary (any longer and you've lost your audience) and the summary financial projections.

However, as everyone will tell you, the process of doing a business plan, including detailed financial projections, is important because it helps *you* organize your thoughts. If you can't do a business plan and financial projections, can you really build a business?

Still, don't waste valuable time: Keep the business plan short and to the point.

Doing a business plan does one other great thing: It helps you create a well-thought-through outline presentation of your business, something that hits on the "who, what, why, how, and how big" of your business. Don't exhaust yourself with the business plan and do a half-assed job on the presentation: The presentation is your *most important* tool in raising money. Nail it and the process just got an order of magnitude easier. Blow it and you'll find yourself back on the Angel circuit.

(One last tip: Never say, "So if the market size is $100 billion and we get just 0.5% of this market..." Even though venture people will do this calculation themselves, they *hate* it when an entrepreneur uses this back-of-the-envelope thinking.)

To Be Continued... Yet Again

Since the venture process is so critical to any start-up, we've taken the long approach in this series. We'll wrap up in the next article, though, by discussing the dangers of getting too high of a valuation, positioning yourself with venture "alternatives," and contemplating how venture will change your life forever. ■

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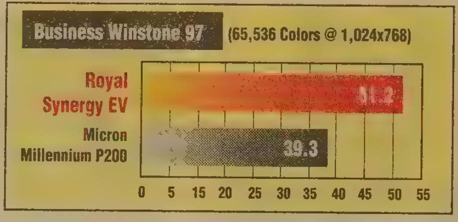

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32-Bit Computing

continued from page 114

wait-state for faster buses. In fact, it may even balk at a 75MHz bus altogether, as may adapters at the ensuing higher PCI bus speeds (also tied to the bus speed). Consequently, even if the board allows it, the performance gains may not be sufficient to justify the risk of operating at officially unsupported rates. ■

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Listing 1: Best-of-Breed Slot 1 System

SYSBOARD	**Soyo/SY-6KB**	
Chipset	Intel/440LX	
Sys bus	66MHz	
PROCESSOR SUBSYSTEM		
CPU	Pentium II/300MHz	
Memory	Unigen/SDRAM 64MB/128MB	
Speed	10ns/66MHz	
GRAPHICS SUBSYSTEM		
Controller	Diamond/FireGL 1000 Pro	
Monitor	Eizo-Nanao/FlexScan FX-E8	
DISK SUBSYSTEM		
Controller	Adaptec/AHA2940UW	
HDrive	IBM/UltraStar 9ZX 9.1GB	Quantum/Viking II 9.1GB
Rmv Drv	SyQuest/SyJet 1.5GB [1]	Imation/LS-120 [2]
Cables	Granite/SCSIVue Gold	
Int	Teflon Ribbon	
Ext	Gold Diagnostic	
CD-ROM SUBSYSTEM		
Drive	Plextor/UltraPlex 32X	

[1] SCSI
[2] IDE

RESOURCES:

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WinBench 98
Ziff-Davis Benchmark
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Duplicator Equipment .233
Hardware .232-233
Hardware Wanted .233
Internet/Web .233, 235
ISP Office Space Rentals .235
Massage .236
Media Duplication .234
Personals .236
Repairs .235-237
Services .236-237

Consultants' Network –

Accounting .236
Consulting .236
Networking .236
Programming .238

Career Marketplace –

Business Opportunities .238
Career Opportunities .237-239
Classroom Rentals .239
Job Training .238-240
Training .239

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- ○ Data Recovery
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- ○ Finance
- ○ Hardware for Sale
- ○ Hardware Wanted
- ○ Instructional Videos/ CD-ROMs
- ○ Other_______________
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- ○ Internet–Adult
- ○ Media Duplication
- ○ Memory
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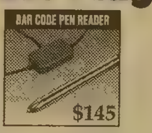

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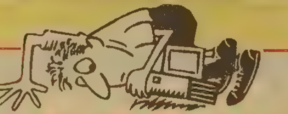

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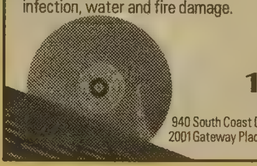

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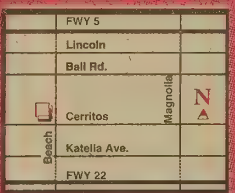

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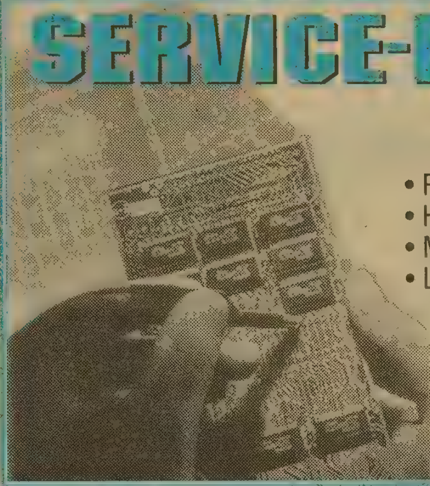

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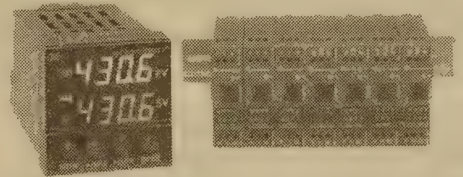

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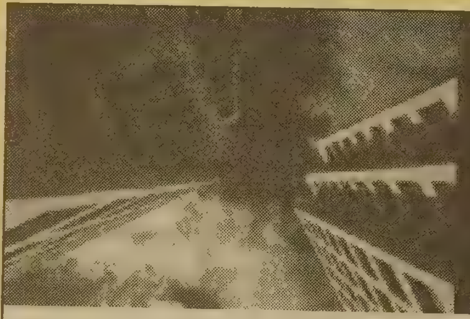

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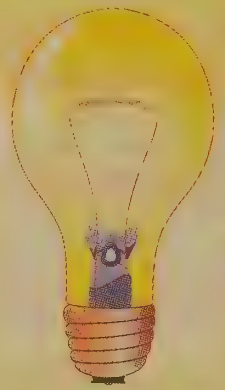

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continued from page 182

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Celebrate History! *http://www.celebratehistory.com* A new, unique event for everyone who loves history—February 13-15 1998, South San Francisco, CA. [Exp. #176.]

Cheat Sheet For Travelers *http://www.oanda.com/cgi-bin/travel* A wallet-sized currency conversion table. [Exp. #176.]

CineSecrets *http://www.CineSecrets.com* Movie inside stories.The source of unofficial *Star Wars* inside information plus the making of *Highlander, Superman, Lifeforce, Krull*, and many others. [Exp. #176.]

Comedy-O-Rama *http://www.comedyorama.com* A great site filled with original, free comedy, RealAudio, comic strips, links, and more. [Exp. #176.]

Da-Zone Download Station *http://www.da-zone.com* [Exp. #175.]

Dark Skies At PlanetENZ *http://planetenz.com/darkskies* The official Web site of the Save Dark Skies Campaign. [Exp. #175.]

David Patrick Ryan's Rivendell—The Music Of Enya *http://www.brodnet.com/users/r_david/enya01.htm* Wherever beauty is to be found in this world, one can picture it quite vividly when listening to Enya's musical pieces at Rivendell. [Exp. #176.]

Detroit's Woodward Dream Cruise Juke Box *http://www.nexusit.com/woodward/index.html* Featuring a slide show and streaming music. [Exp. #176.]

DJ14K's Tapes R Us *http://www.geocities.com/SunsetStrip/Studio/4513* Wicked selection of reggae soundsystem tapes and videos for sale/trade. Also, check the sounds, links, and the massive list! [Exp. #176.]

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Earthquake City BBS *http://members.tripod.com/~eqcitybbs/Index.htm* Earthquake City BBS, Computers By Candlelight (radio show), Chrome Oxide music collector pages, lots of links. [Exp. #176.]

Empire Cigar Company *http://www.empirecigar.com* The finest in premium cigars and cigar-related accessories. [Exp. #176.]

Film Production Advertising Television Commercial International *http://www.dragonslayer.com.au* Virtual showcase of our spots. [Exp. #176.]

Flapper Station *http://www.sns.com/~rbotti* Take a step back in time, back to the 1920's when cars had running boards and gangsters were running gin! Links to the music, autos, silent film and radio of the Roaring '20s. [Exp. #175.]

Fort Payne Alabama City Limits *http://www.fortpayne.com* Great pics and overview of this scenic community. [Exp. #176.]

Gold Club Casino *http://www.goldclubcasino.com/* The ultimate online gambling experience. [Exp. #176.]

HOF Memorabilia *http://www.hofmemorabilia.com* Specializing in authentic autographed sports memorabilia. [Exp. #176.]

Hotels And Condos, Reservations Service For The Cayman Islands *http://www.silvanaus.com* Caribbean Dreams—destination management and reservations. [Exp. #176.]

J & S Ranch *http://jsranch.org* A premier horse boarding, training, and sales facility. [Exp. #176.]

Jason's MUME Home Page *http://home.inreach.com/droysdon/jroysdon/MUME* MUME is a live, multi-user dungeon fantasy roleplaying game based on J.R.R. Tolkien's Middle-Earth. [Exp. #177.]

KZ Mobile Entertainment Services *http://pw2.netcom.com/~lilalynn/KARAOKEZONE.html* KJ's/DJ's, vocal acts, photographer, etc.; Karaoke show listings and equipment distributor. [Exp. #175.]

Main Events Online *http://www.mainevents.com* Main Events is one of the largest boxing promotional firms in the world. [Exp. #176.]

Mammothnet *http://mammoth-net.com/* A vacation and holiday resource for condominium rentals in the Mammoth Lakes, CA region. [Exp. #177.]

Maui Island Currents *http://www.islandcurrents.com* A feast of regularly updated information on and culture, dining, activities, and events on the paradise called Maui. [Exp. #176.]

Milan Rugby Official Web Site *http://www.milanrugby.com* The Milan Amatori Rugby S.r.l. official Web site. [Exp. #177.]

Mirimar Cruises *http://www.mirimar.com* Mirimar Cruises of Brisbane, Australia, has a long and proud tradition of service to the people of Brisbane and to the many thousands of visitors who grace our lovely city every year. [Exp. #176.]

Modified *http://www.modified.com* The surf sound of the '90s. [Exp. #177.]

Monterosa Italian Paradise *http://www.monterosa.com* About skiing and vacationing in Monterosa. [Exp. #176.]

Music Mayhem *http://www.geocities.com/Colosseum/Loge/7605/* This site is for alternative and ska music fans! [Exp. #176.]

Never Forget Again! Lifetime Reminder Service *http://home.cwnet.com/remindme* [Exp. #176.]

Nothing But Golf *http://www.NothingButGolf.com* Golf contests, trivia, discussions, jokes, tournaments, schedules, rules, resources, handicaps, Hole-In-One registry, and more. [Exp. #176.]

NRR, Inc. *http://www.newrealm.com* Music production at its finest. [Exp. #175.]

Online Sports League Information And Communication Manager *http://www.sportsdataonline.com* A faster, easier, and more efficient way of managing your sports league. [Exp. #176.]

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies released on tape. [Exp. #175.]

Orange County Info *http://www.inorangecounty.com* This site is updated daily and has Orange County specific info on entertainment, arts, news, etc. [Exp. #176.]

Orchid13 *http://www.orchid13.com/* Photography, poetry, weird and unusual, .wav files, David Bowie page. [Exp. #176.]

P&S Records *http://www.psrecords.com* Princess and Saint Records, the Internet's only full-service record company. [Exp. #176.]

PASS Hockey enterprises, Inc. *http://passhockey.com* Hockey skill development. [Exp. #176.]

Perfect Harmony *http://www.madrecords.co.uk* Order our double CD containing a selection of classical organ and choral wedding service music for a church service. [Exp. #177.]

Perry Kurtz Comedy Pages *http://home.earthlink.net/~perrycycle* L.A. comedian Perry Kurtz creates new forms of comedy daily. Now available for all occasions. [Exp. #177.]

Round Flat Records *http://www.roundflat.com* [Exp. #176.]

Royal Vacations, Inc. *http://royalvacations.com* [Exp. #175.]

Salt City Athletics Online *http://www.wingchun.net* Featuring Ling Wood Chuan Wing Chung Kung Fu, Balintawak Arnis, kickboxing, and boxing. [Exp. #176.]

Smartweb In Paris *http://www.smartweb.fr* Guide and virtual visit of Paris, museums, monuments, shopping, and fashion. [Exp. #175.]

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Sound Techniques Television *http://www.users.globalnet.co.uk/~boriswb* British acoustic guitar videos. [Exp. #177.]

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Spacecraft Model Kits *http://www.scikits.com* Order Spacecraft Scale Model kits online at low cost! [Exp. #176.]

Star Wars: Episode 1 *http://www.starwars.com/episode-i* Information about the *Star Wars* prequels. Episode I is due in May 1999. [Exp. #176.]

SurfBike: Cycling On Water *http://www.surfbike.ca* A fun, innovative, and environmentally friendly new watersport. [Exp. #176.]

Teams of the World *http://www.islandia.is/totw/* A football (soccer) club database that continues to grow. [Exp. #176.]

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The Hitmen *http://www.rootsworld.com/hitmen/* The Hitmen, a music group. [Exp. #176.]

The Tour-Biz *http://home1.gte.net/tstudios/e-book.html* Travel the world for free! New book, in computer format, explains how to build, sell, and manage a successful tour. [Exp. #175.]

Tom Clancy Politika Web Site *http://www.politika.power-plays.com* Learn more about Tom Clancy's latest paperback book, *Power Plays: Politika*, test your knowledge of Russian history, geography, and culture in the Politika Challenge, and chat with other Tom Clancy fans. [Exp. #176.]

Twinkling Star Casino *http://www.twinklingcasino.com* A complete virtual casino with slot machines, poker, and black jack tables. [Exp. #176.]

Wizard And Glass Web Site *http://www.darktowerIV.com* *Wizard and Glass* is the fourth volume in Stephen King's epic *Dark Tower* series. [Exp. #176.]

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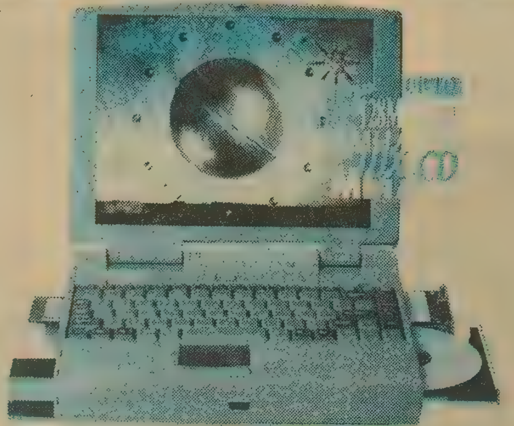

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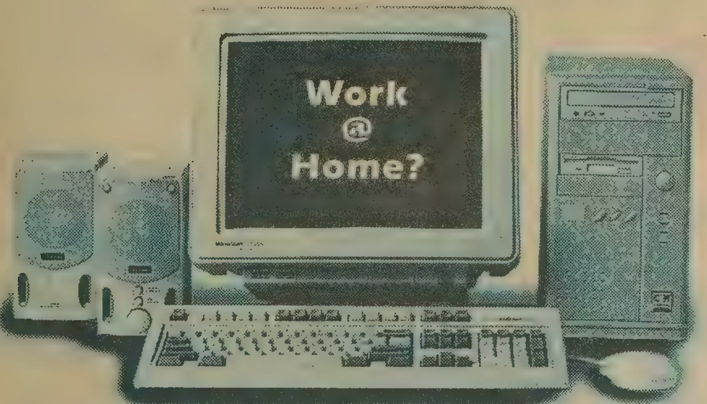

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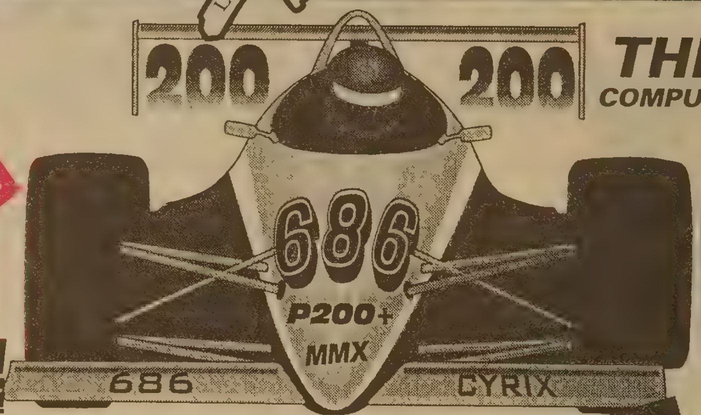

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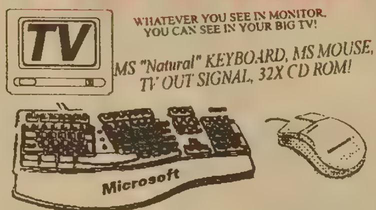

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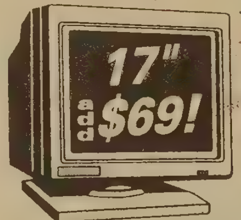

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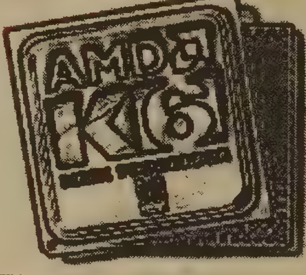

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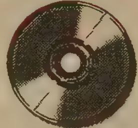

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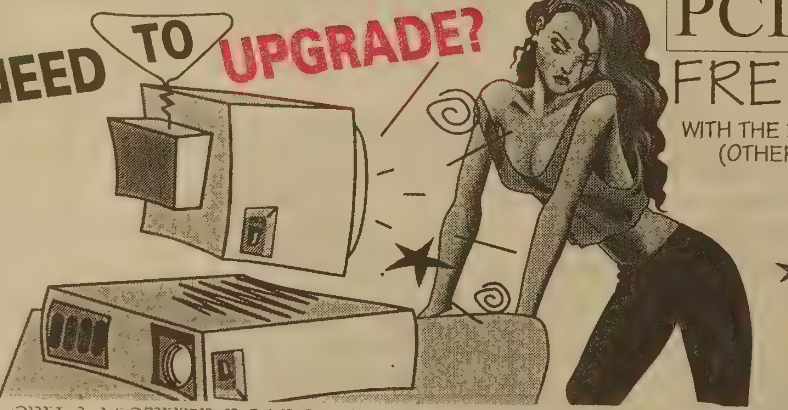

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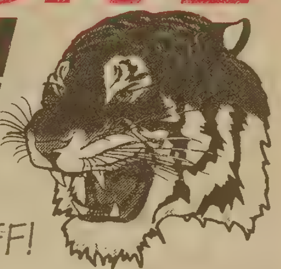

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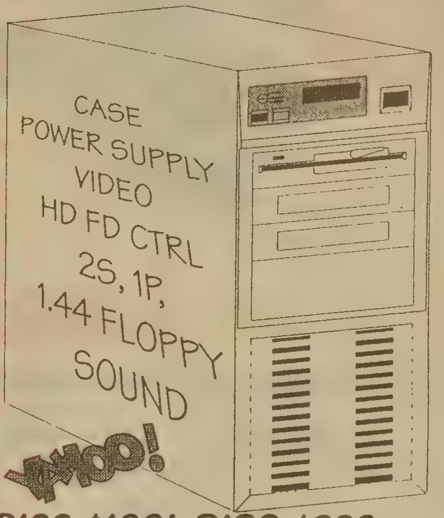

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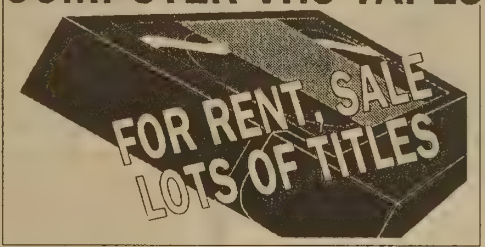

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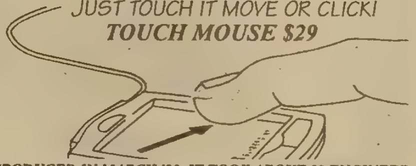

PENTIUM WAS INTRODUCED IN MARCH '93, IT TOOK ABOUT 50 ENGINEER TO DESIGN IT, A TINY FRACTION COMPARING TO WINDOWS 95, (IT TAKES MORE ENGINEERS TO DESIGN SOME CAMERAS), PENTIUM IS AN OLD DESIGN, IF IT WAS A CAR, IT WOULD BE OVER 15 YEARS OLD, WITH TONS OF MILES ON IT!

Architectural Features	Cyrix 6x86 processor	Pentium Pro (P6) processor	Pentium processor
Full x86 Instruction Set Optimization	X		
Superscalar	X	X	X
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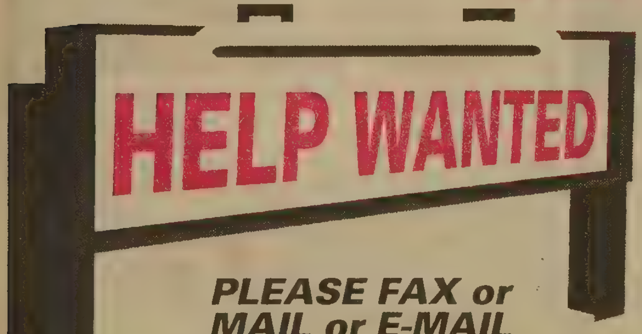

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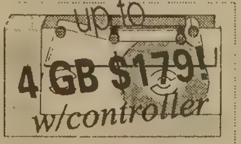

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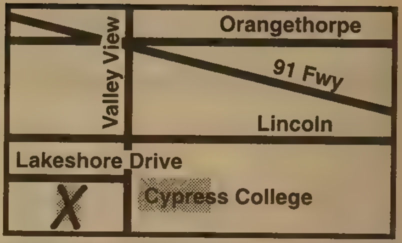

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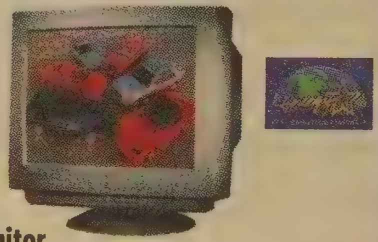

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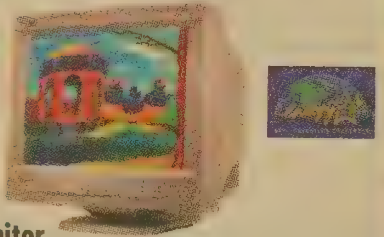

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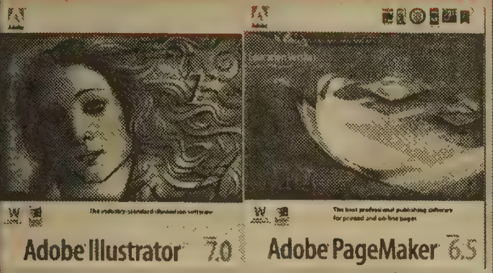

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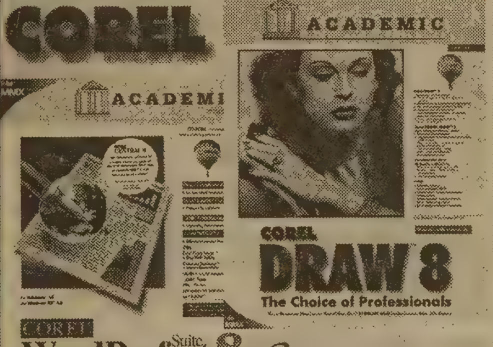

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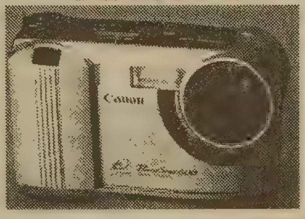

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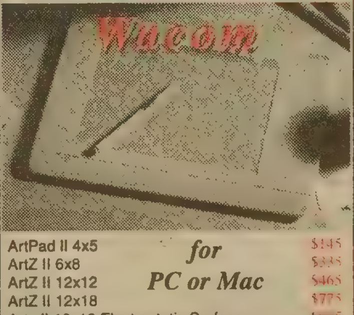

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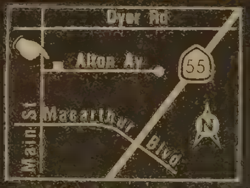

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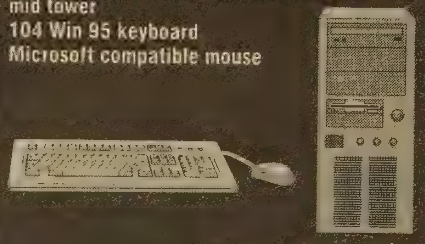

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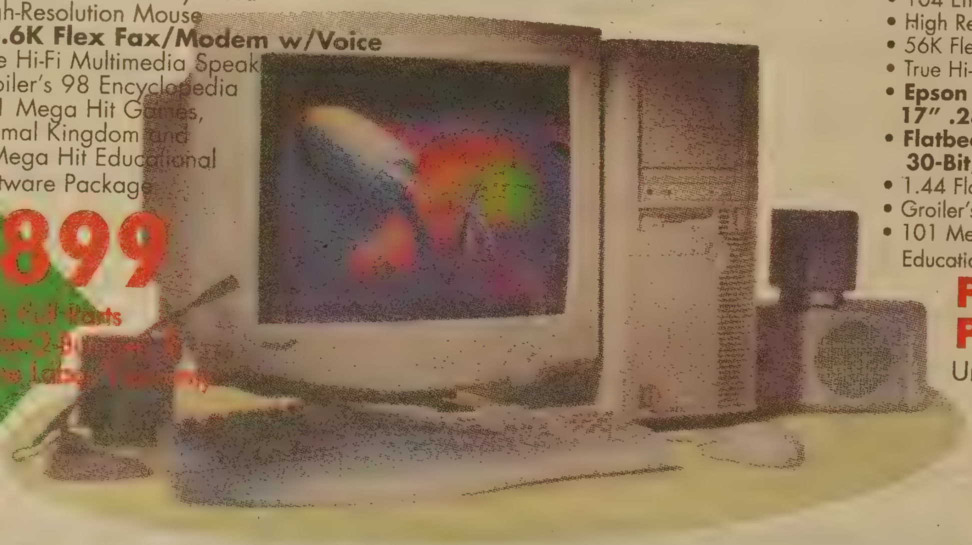

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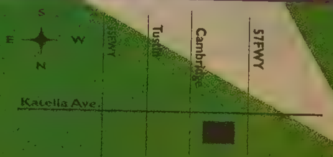

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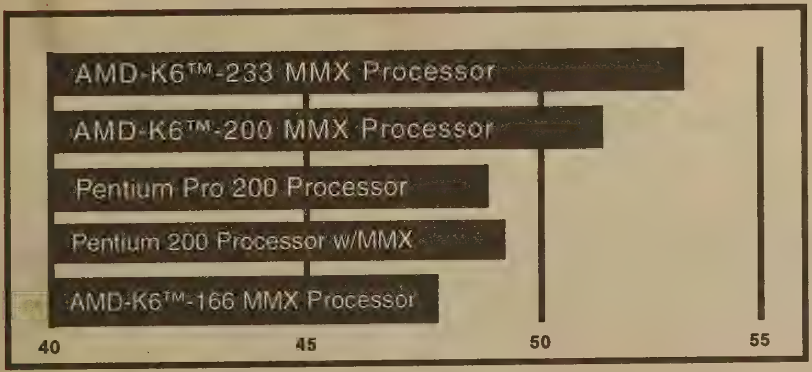

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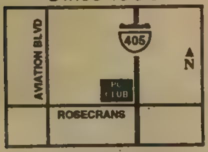
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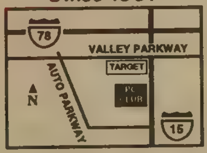
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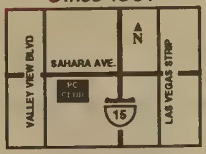
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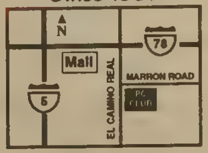
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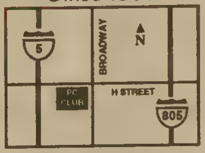
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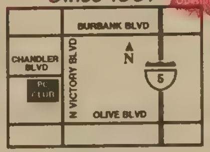
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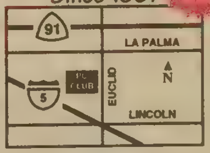
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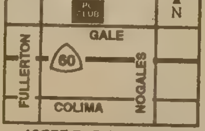
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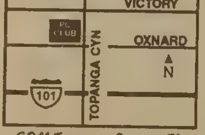
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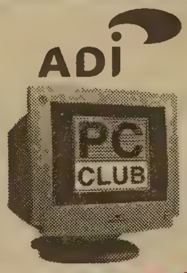

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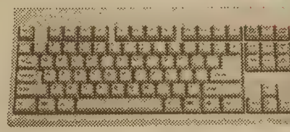

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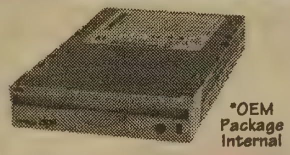

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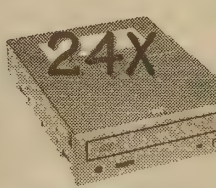

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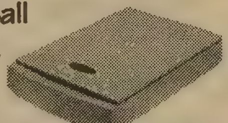

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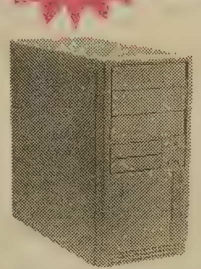

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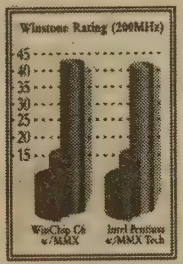

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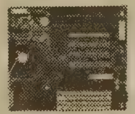

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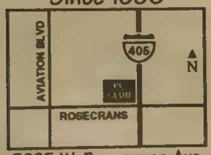
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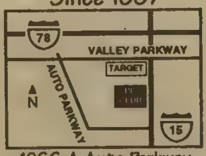
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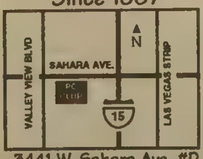
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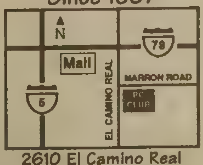
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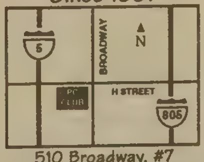
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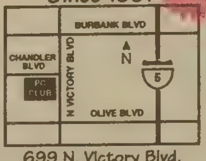
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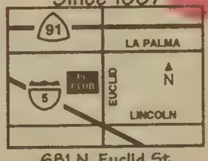
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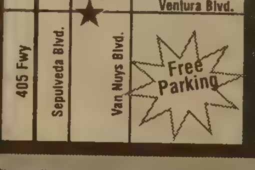

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CLASSIFIED ADVERTISING SECTION STARTS ON PAGE 231

1-888 CD MOVIES + MPEG....196
1-888-DVDMPEG.COM....196
A-Z PC SUPPLY....199
A1 COMPUTER CENTER....48, 49
AAA MEDIA....62
ABACUS COMPUTER CORP....113
ACADEMICS SOLUTION....253
ACCESS DEVELOPERS....159
ACE COMPUTER, INC....169
ACI, AMERICAN COMPONENT INT'L....173
ACP SUPER STORES....216
ADVANCED COMPUTER CENTER....57
ADVANCED COMPUTER & TECHNOLOGY....24, 25
ALINCO....105
ALPHA COMPUTER....228, 229
AMERICAN ADVANTECH CORP....45
AMERICAN DIGITAL NETWORK....174
AMERICAN MEGA SHOWS....215
AMERITECH COLLEGE....46
AMI TECHNOLOGY....185
ANAWAVE SOFTWARE....153
APPRO INT'L....18H
ARTTECH....185
ASHTEK COMPUTER CORP....247
ASTRO DATA....2L
AXIS SYSTEMS....132, 133
AZUSA PACIFIC....70
BASON COMPUTER....263
BEVERLY COMPUTER....27
BINOMIAL SYSTEMS....31–33
BMI COMPUTERS....111
BTI INC....246
BYTE & FLOPPY COMPUTERS....243
CAL COMM....18
CARINET....12
CCC....262
COMP 2000....193
COMPBUS INT'L....131
COMPLETE COMPUTER CENTER....115
COMPLETE COMPUTER CURE....262
COMPU D....156, 212, 230
COMPU XPRESS....16, 17
COMPU-SOFT....147
COMPUTER BUSINESS CENTER....143
COMPUTER DEPOT....75
COMPUTER FAIR....211
COMPUTER FANATICS....23
COMPUTER MAX....203
COMPUTER NETWORK & COMMUNICATION....58, 59
COMPUTER PACER....15
COMPUTER TOWN....55
COMPUTERLANE....135
COMPUTOPIA....13
COMTRADE....178, 179
CYGMA COMPUTER....28, 29
D NET....19
DAV-TECH....4, 5
DC MICRO INC....72, 73
DELTA INTERNET SERVICES....151
DIGIWAVE TECH....205
D-MEDIA COMPANY....196
DMS MEMORY UPGRADES....149
DOLLAR COMPUTER....255
EINSTEIN TECH....52, 53
ELITE MICROSOURCE....3
ENVISION INT....119–121, 123, 125–127
ES#5 TECHNOLOGY....39
EXOCOM....166
EZ COMPUTER....18A
FUTURE COMPUTING SOLUTIONS....18D
GENESIS COMPUTER SYSTEMS....144, 145
GENISYS MICRO....160, 161
GLOBAL PAC....165
GLOBAL PERIPHERAL RESOURCES, INC....108, 109
GOOD NEWS COMPUTER....28, 29
GUS NETWORK....175
HIGH COMPUTER, INC....71
HOST PRO....69
HOUSE OF COMPUTERS....254
IBA COMPUTERS....79
IDT....54
IDT WINCHIP C6....2G
INFINITY MICRO....129
INFO DIAL....51, 157, 166
INLAND COMPUTER CENTER, INC....227
INMAX / MEGAMAX - INC....102, 103
INPUT AUTOMATION....22
INREACH INTERNET....47
INTEGRATED DIGITAL TECHNOLOGIES....54
INTERACT!....224
INTERNET CONNECT....171
INTERWAVE MULTIMEDIA....130
INTRO MICRO COMPUTER....57
ISLAND PORTABLES....115
JENLISH INTERNATIONAL....2J
JPS NET....18F
KATRONIC COMPANY....183
LANOP....216
LIGHTSIDE INC....175
LINK LINE....167
LIUSKI INTERNATIONAL....2D, 2E
LOGICACHE COMPUTERS....18
LUCKY COMPUTERS....164
M.A. MICRO....140, 141
MACRO COMPUTER COMMUNICATION....187
MACRO TECH....198
MAGICTEK COMPUTERS....207
MAGITRONIC....2D, 2E
MAXIMUS COMPUTER....36, 37
MEGA SPEED INC....2I
MECKLERMEDIA....2K
MICRO ADVANCED TECH....223
MICRO CITY....200, 201
MICRO SOURCE COMPUTERS....40, 41
MICROSOFT....2C
MM INTERNET....158
MICROTIMES QUOTATION HOTLINE....208, 209
MICROTIMES SUPERSTOPS....136, 137
MICROTIMES WEBSITE....217
MT SIERRA COLLEGE....12
NET / WEB HOSTING....174
NETROPLEX MEDIA....152
NEUTRON TECHNOLOGY....224
NEXCOM TECH....84–99
NIMBLE TECHNOLOGY....21
NORTH AMERICAN COMPUTER CONSULTANTS....61
NYTON COMPUTER....18B, 18C
ORANGE COMPUTER SYSTEMS....258
PAKCOM SYSTEMS....107
PASADENA COMPUTERS....248, 249
PC 2000....66
PC 2000, INC....101
PC CLUB....259–261
PC COMMAND....36, 37
PC EXPO RESOURCES, INC....101
PC MAGIC NETWORK....18E
PC MAX....181
PC SOLUTIONS....242
PC SYSTEMS DESIGN....197
PCS TECH....221
PCSIC....195
QUALITY TIME COMPUTERS....250, 251
R-TECH COMPUTER SALES....257
RELAY POINT....155
ROYAL COMPUTER....228, 229
SATURN COMPUTERS....219
SCEPTRE....2A, C3
SOFTWARE EDUCATION OF AMERICA....26, 46, 196
SENET....214
SIERRA COMPUTER....177
SILICONRAX....2H
SIMPLY INTERNET....26
SMART PAGE....154
SMART SOFT SOFTWARE....70
SO CAL INTERNET....12
SPRING INTERNET WORLD 98....2K
SUNNY GROUP....2B
SUPER COMPUTERS....252
SUPER SHOW PRODUCTIONS....213
SUPERCOM....C2, C4
SYMPHONY COMPUTERS....188–190
SYSCON TECHNOLOGY U.S.A....76, 77
T-WOW (THE WORLD ON WEB)....166
THE COMPUTER STORE....67
THETA COMPUTER....43
TRICOM COMPUTERS....35
TRINET NETWORK & TRAINING....74, 244
UNIMICRO PC TECHNOLOGY....245
UNISOURCE....2F
UNITEK COMPUTER....6–10
US COM....80, 81
UTOBIA....18G
VALUE NET....163
WESCO COMPUTERS....60
WEST TECH....63–65
WESTWORLD COMMUNICATING....83
YTG INTERNATIONAL....264, 265

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

The Great Foreboding

Or, A Last Look At The Macintosh, I Think

So I *went to the Macworld Expo to see who was bailing out. Answer: everyone, kind of. The atmosphere was gloomy to say the least, with die-hards rationalizing their position and keeping the faith. Jobs livened things up with his keynote, and a slew of Maco-philes were bragging about the glories of Office 98 and how the Mac will get it first. Needless to say these folk have not been keeping up. Anyone knows now that the first group to get Office 98 will be sorry! Can you spell "bugs and incompatibility?" Most PC users were saying "better them than us!"*

After the show I wandered home to do some file archiving and ran into this column from 1992 which predicted this decline way back then. I've noticed over the years that predicting gloom always pays off because it eventually happens. While being five or six years ahead of the event may be excessive, it does show some insight. The following missive was written five and a half years ago for the now defunct MacUser *(reprinted by permission of author, me):*

* * * * *

It's time to face the fact: the Mac is at the end of its lifecycle. It's become a dead-end platform just as the Apple II became a dead-end platform in 1984 when the Mac was introduced. The newest same-old Macs to be sold in Sears prove that the end is near.

The basic Macintosh is almost nine years old. If you count the Lisa as part of its evolution then it's nearly a decade old. This is old for an architecture that hasn't changed much except for the addition of a needed bus and some multitasking capability.

Sure the chips are faster, but Motorola has been unable to keep up the torrid pace set by Intel and we'll never see a 68060, that's for sure! So even the CPU is a dead-end as Apple will move to RISC and a new design. The death knell for the Mac will be symbolized by some sort of tribute such as the April 1984 "APPLE II FOREVER" bash Apple threw when it rolled out the Apple IIc right in the face of the Mac juggernaut. When you see a Macintosh Forever party, you'll know the Mac is dead.

The big question is what will Apple call the next generation computer? The Mac III? Or will the Mac moniker be dropped altogether or just left to languish like the Apple II? I suspect it will languish as die-hard Mac owners moan and groan, like old Apple II users used to do.

Whatever happens, now is the time for users to take action and help name the new platform. I'm sure Apple is consulting with naming experts, but these guys do not have the collective brain-power of the Mac user community. I have a few ideas that may trigger some of your own. Send ideas to John Sculley.

Next-Generation Names

Naming conventions fall into five broad categories: vegetable, animal, mineral (remember the VAM hair tonic?), mathematical and conceptual.

The name Apple itself comes from the vegetable category. This category broadly refers to any non-mobile life form, except for SYSOPS. The Macintosh, the Pineapple, the Fern. I'd include mushrooms and fungi in this category too. The Pinecone II might be a good name for a computer. Or the Seaweed. How about the Yucca or the Onion Computer? I like the Cactus Computer. Get the point? I suspect Apple may name the next machine after still another breed of apple fruit, such as the Roma, the Gravenstein or the Golden Delicious. How about Winesap or Crabapple?

Onward to the animal category. This was once used by car makers to excess: Falcon, Mustang, Bronco, Cougar, Panther, Stingray. The computer makers haven't done much to exploit these possibilities. There are a lot of potential names in this category. The buffalo, canary, pig, dog, cockroach, blowfish, horsefly. I think the Apple Carp would be a good name. How about hybrid names such as flank steak or corn dog? How about a radical new name such as the Apple Boneless Chicken Computer?

Mineral is the next category. Rock, dust, sand, salt water, cardboard, pyrites, gold, silver, hydrogen. Here the possibilities are endless, especially if we think in terms of macros such as "socket set" or "crock of crap." Now I guarantee that if Apple names its next computer the Apple Crock of Crap it would get all the free publicity it would ever need. Every newspaper and magazine would analyze the idea to death wondering why a great marketing company like Apple would do such a thing. "Looking for a new computer? Buy an Apple Crock of Crap!" Copycats would follow with screwball names for their machines too. Scatological references would be in vogue as we'd see the Compaq Pile O' Dung and the IBM Bat Guano/2.

The mathematical names come next. They are usually just alphanumeric designations such as the new Mac 200 and 400 machines. German car companies seem preoccupied with this as the accepted way to name cars: 750il, 300D, 190E, 325i, 911, 914, 939, etc., etc. Some cars like to use a math formula such as the 2+2 sports car. (Why they just don't call it a "4" mystifies me.) All the chip makers such as Intel and Motorola have been caught up in this concept from the first 4004 microprocessor through the 68040 and the 486DX2. These are probably the ultimate names in nerdland, but let's hope Apple doesn't go in this direction.

Finally there is the high concept. A name like the Oldsmobile falls into this category. Concept names for a computer might be words like sunset, highjump, dreamboat. More complex concepts such as "pie-in-the-face" or "rotten glass of swill" add new dimensions to this category. Apple could, for example, call its computer the Bust a Gut Laughing Computer. What about being descriptive with a name like Oooey-GUI Computer?

I think a macho name such as the Butt-Kicker would be perfect for a computer. "Falling behind in your work? Spreadsheets taking forever to recalc? Try a Butt-Kicker from Apple!!" Very cool name, if you ask me.

Whatever Sculley and company does let's hope it's not going to use the code name like it did with the Macintosh. Then we'd be using the Apple Pink! How about Pinkintosh? I think not. You'd better get those suggestions in FAST!

* * * * *

Needless to say I was a lot funnier six years ago and it's too late for the suggestions. Times change. ■

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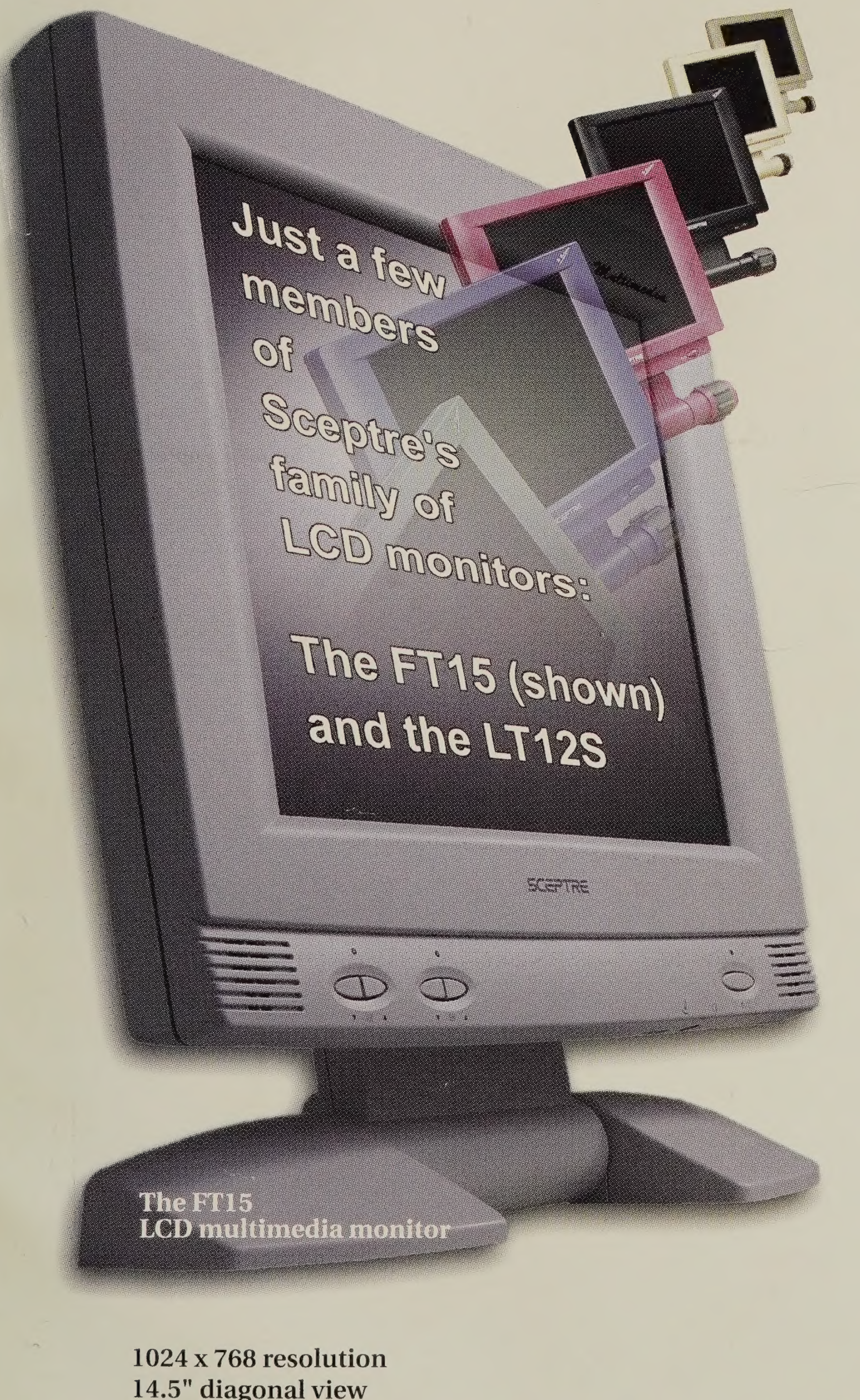
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